

THE BENEFITS OF A BUYER'S AGENT

For most of us, buying a home is the single biggest investment we're likely to make – and we're only likely to do it a few times during our lifetimes. The process is filled with many complex details. Traditionally, agents have been legally obligated to protect the interests of the home seller. Many homebuyers choose to have their own real estate representation, known as a buyer's agent, to represent their interests. A buyer's agent has full fiduciary duties to the buyer throughout the transaction.

Loyalty

The buyer's agent must act in the best interest of the buyer.

Market Knowledge

Agents are trained in all aspects of the real estate transaction – from required disclosures, to contracts, to reports and inspections. An agent can provide you with sales comparables, statistics and trends, and information about the community in which you are searching for a home. Realtors often know first when new homes are coming on the market, and they also know about homes that may be available for sale without being actively listed.

Negotiation

The contract negotiation process is where a skilled agent provides real value. Knowledge of comparable sales, market conditions, and offer strategies can mean the difference between getting the house you want, missing an opportunity, or possibly paying more than market value for your new home.

Financing Arrangements

Realtors® can save you hours of research by sharing their knowledge about reliable lenders.

Is It Worth It?

Is it worth it to try to buy on your own without a Realtor®? With the right agent to represent you, you have nothing to lose and everything to gain.