

Buying a Home:

What Your Buyer's Agent Can Do For You



Purchasing a home is a major decision and more complex than many buyers realize. That's why it's essential to find a trusted professional—an Accredited Buyer's Representative (ABR®)—to help you manage the process.



Help arrange financing.

- 1 Assist in locating sources of mortgage loans.
- 2 Help you examine how much you can afford and how much you may want to spend.
- 3 Assist in comparing different financing options.
- 4 Provide information on purchasing incentives that may be available.
- 5 Educate and discuss the differences between being prequalified and preapproved for a mortgage.



Assist in finding the right property.

- 6 Identify your needs and wants in a property.
- 7 Find appropriate available properties.
- 8 Set up an automated email alert system that immediately notifies you of properties that fit your requirements.
- 9 Provide access to all MLS-listed properties.
- 10 Network with other agents for properties not yet in the MLS.
- 11 Preview properties prior to showing.
- 12 Help select for viewing only those homes that fit your needs.
- 13 Aid in narrowing your search until you have identified your top choices.
- 14 Assist in analyzing the pros and cons of each property.
- 15 Disclose all known material defects.
- 16 Assist you in evaluating properties for suitability, affordability, and resale value.



Educate you on market conditions.

- 17 Educate you on whether it is a buyer's market or a seller's market.
- 18 Show statistics on what percentage of list price sellers in the area are currently receiving.
- 19 Show trends, current average days on market, current absorption rate, and/or current months of inventory.



Guide you through making an offer and represent you and your interests in negotiations.

- 20 Prepare a comparative market analysis (CMA) so that you make an informed decision when offering a price.
- 21 Advise you on what comparable properties are selling for.
- 22 Explain common contract contingencies.
- 23 Obtain appropriate seller disclosures.
- 24 Prioritize your goals.
- 25 Help create a negotiating strategy to achieve those goals.
- 26 Write and present your offer.
- 27 Ensure that you receive and understand all state and federally required disclosure forms.
- 28 Handle the completion of the offer to purchase or sales contract.
- 29 Educate you on the contents of the sales contract.
- 30 Ensure that all appropriate additional forms are completed.
- 31 Assist you in getting the best property at the best price with the least amount of inconvenience based on current market conditions.
- 32 Prepare you for multiple offer situations and develop negotiation strategies specific to multiple offers.



Get you to closing and serve as your trusted real estate resource.

- 33 Recommend inspectors, lenders, attorneys, and other professionals as necessary.
- 34 Be an advocate and advisor during the closing process.
- 35 Review and discuss home inspection concerns.
- 36 Help you request and negotiate seller repairs.
- 37 Monitor and communicate required contract deadlines to ensure that you meet them.
- 38 Assist in coordinating communications between the listing agent, lender, attorneys, title company, appraiser, and other professionals.
- 39 Accompany you on the walkthrough prior to closing to ensure the property is in the same condition as when you entered into the contract.
- 40 Remain a lifelong trusted advisor regarding real estate questions, needs, or concerns.

