

Checklist: What will a Buyer's Agent do for you?

What would you do if you had an income tax or legal question regarding \$100,000? Who would you contact? Yes, most of us would find the best CPA or attorney we could find! A home purchase often far exceeds \$100,000 and many buyers don't take it as seriously as they would a legal or tax concern.

Finding a Buyers Agent should be one of the very first steps you take *before* you find a home. Lets look in more detail at what an exceptional Buyers Agent will do for you:

- Represent you and your best interests, not the sellers
- Help you create a plan based on your wants and needs to find you the perfect home
- Negotiate the best price possible since they aren't working for the seller
- Using the criteria you provide, they search all possible listings and properties
- With their experience they can point out the strengths and weaknesses of each property
- Give you the truth about a properties value, not its perceived value in the eyes of the seller or listing agent
- Help guide you through home inspections, sewer scopes and repair negotiations
- Submit offers promptly and professionally
- Provide honest, complete financial information about the neighborhood & how this can affect your future
- Respond honestly and accurately to your questions
- Refer you to a lender that specializes in first time home buyers to find the most favorable loan for your particular situation
- Review HUD-1 settlement statement for accuracy
- Most importantly they keep your personal information private from the seller and other agents, something listing agents are obligated NOT TO DO!