BUYER AGENCY

KELLER WILLIAMS REALTY – Cape Cod & The Islands

In the past, when you worked with an agent to find a home, the agent was, almost always, employed by the Seller. That meant while you and the agent may have worked closely together, he or she had a fiduciary responsibility to always act in the best interest of the Seller.

As a buyer, you have the option of working with a **Buyer's Agent** or a **Seller's Agent**. Our agency can offer you the opportunity to have your own **BUYER'S AGENT**. This decision will depend on the types of services you want from a real estate agent. The concept is relatively common, extremely popular, and could save you thousands of dollars. If you wish, I would be pleased to serve in this capacity for you. It would mean that ***we would enter into an agreement in which I become your agent in your quest for finding a home***. I would be responsible only to you – not the Seller. Under this relationship, I can and will be able to do all of the things listed below under BUYER AGENCY that, for legal and other reasons, I cannot otherwise do without a Buyer's Agreement.

SERVICES AND DUTIES PROVIDED	SELLER'S AGENT	BUYER'S AGENT
Arrange property showings	✓	✓
Assist with financing	✓	✓
Provide property data	✓	✓
Explain forms and agreements	✓	✓
Monitor closing	✓	✓
Prepare a property value study		✓
Provide access to the *entire* market, MLS listed properties, PLUS bank properties, auctions, FSBO's, new construction		✓
Promote and protect buyers best interests		✓
Negotiate the best price and terms for buyer		✓
Point out reasons not to buy		✓
Assist in offer with Buyer's best interest in mind		✓
Research property history for liens, easements, deed restrictions		✓
Keep buyer's financial capability/thoughts confidential unless authorized to disclose		✓
Negotiate home inspection repairs in favor of the buyer		✓
Put the Buyer FIRST during the entire process		✓

What does this service cost? Like that of other real estate agents, **our fee is included in the purchase price** buyers agree to pay. The Seller pays the commission. The difference is that buyers now have agents who represent them, thus saving them money in terms of time, advice, and negotiating power.