

Put an Experienced Buyer Representative to Work for You

Sellers list their homes with real estate agents to assure professional representation throughout the home selling process. As a buyer, you deserve the same kind of service. Buyer representation offers many advantages to you and your family:

Locating Property

Your buyer representative will evaluate your specific needs and wants and search out properties that fit those specifications. As new listings become available, your buyer representative will set appointments for showings.

Providing Market Information

Market value is determined by many factors, including the availability of similar properties at comparative prices, location, condition -- and most of all, the price that a knowledgeable buyer is willing to pay. Your buyer representative will provide market data to help you establish an offering price.

Structuring Your Purchase Offer

Price may not be the only consideration in structuring a purchase offer that is best for you. Other things may be equally important to you, such as terms and conditions of the offer, amount of deposit and possession date.

Negotiating with Sellers

Sellers are concerned about many things when reviewing a purchase offer, including the ability of the purchasers to fulfill their agreement, the terms and conditions of the offer, what items are to convey, breakdown of closing costs between buyer and seller -- and even the motivations and lifestyle of the prospective new owners! Your buyer's representative will help structure a negotiating strategy to create a winning scenario.

Handling All of the Details

A lot has to happen between signing the purchase offer and moving into the home. Your buyer representative will attend to the details and keep you in touch with the transaction each step of the way.

Courtesy Janet Board, C.R.S.
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