



Buyer-Broker Representation

As a Buyer of real estate, you can choose to be represented by a Real Estate Agent that represents only you – not the Seller. We will ask you to sign two documents:

- **An Agency Disclosure Agreement.** This means you are represented by your own agent who owes you a fiduciary responsibility among other duties. Review the Code of Ethics we provided as to each duty.
- **A Buyer Broker Agreement.** An exclusive agreement creating a relationship between you and the agent. It explains each party's duties to each other. If you're not ready to sign a Buyer Broker Agreement, do not ask us to show you homes. Otherwise, a situation known as "procuring cause" may occur.

We need to work together to ensure a good working relationship, so please remember the following:

Be Prepared To Spend Some Time With Me. Be prepared to spend a few hours with me at first. Please be serious about working with us. If possible, hire a babysitter to care for children.

Make Your Expectations Known. Set realistic goals and a time frame to find your home. Supply us with as much feedback as possible. Let us know how you want us to communicate with you and how often. If you are displeased, please say so. We aim to provide the best possible service and your needs are important to us!

We Work on Commission. If we don't close your transaction, we don't get paid. We're not public servants and do not work for free. Do not ask us to work for you if you intend to cut us out of the deal or are not serious about buying.

It Usually Doesn't Cost You Anything. Buyer Broker fees are often covered in their entirety by the co-broke (shared) commission arrangement between the listing broker and the buyer's broker. Our services usually cost you nothing.

Be Ready To Buy. If you aren't ready to buy, you don't need me. You can go to open houses by yourself. You can call listing agents for showings – but be honest, say you are "only shopping". You can look at homes online, but please don't waste our time if you aren't ready to act.

Do Not Call the Listing Agent if We Represent You. Listing agents work for the seller, not you. As your agent, we negotiate on your behalf to get you the lowest price possible. If the listing agent shows you the property, the listing agent will expect to represent you. Let us do our job.

Open House Protocol. Please hand our business card to the agent hosting the open house. Sometimes this will be the listing agent, but it can be an agent looking for unrepresented buyers. Announcing that you are already represented *protects you*. Do not ask questions about the seller or the seller's motivation. Let us ask those questions for you.

Do Not Sign Forms You Do Not Understand. It's our job to explain everything to you.

Keep Appointments & Be On Time. We try to always be respectful of our client's time and hope you'll do the same for us.

Bring your checkbook. You'll need it to write an offer because an earnest money deposit may be required to accompany your purchase offer.