

COMMONLY ASKED BUYERS QUESTIONS



Q: Isn't the agent who shows me the home representing me?

A: If you walk into an open-house, or a new-construction-site model home and any agent tells you that they are the only one who can “write” up the paperwork... don't believe it! Agents who list properties enter into a signed contract with the seller to represent them in the sale of their property. This same contract may permit the listing agent to use “sub-agents” to help secure a sale. Sometimes these sub-agents will place a sign on the lawn that reads “Buyer Agent On Duty.” Our advice is that unless you have previously interviewed the agent and have entered into a written Agency Agreement wherein they have promised to represent only your best interest and you trust him/her, walk away. You may find yourself working with an agent who is obligated to act in the best interests of the seller.

Q: If you work for the buyer and you negotiate the price down, aren't you also lowering the amount of commission you will make? Isn't that a conflict of interest?

A: The difference is minimal. If we save you \$5,000 on the purchase price of your home, we would only earn approximately \$150 less in commission. Your goodwill and word-of-mouth advertising will be worth much more than that. We also have a legal obligation to represent your best interest.

Q: If someone from your team is my buyer agent, how is she paid for her services?

A: There are several ways that we can earn our fee. It is always your choice. The typical fee paid to us at closing is paid by the seller and is usually divided between the listing broker (the company who has the home listed for sale) and our broker. Unless there are some unusual circumstances, our portion of the commission comes from the seller's proceeds of the transaction.

Q: If I sign an Agency Agreement with Teddy B Griffin & Kimberly Roberts/The Griffin Team, does it really matter? Does it really make a difference?

A: Absolutely! Yes! Let's put it this way: If you had to go to court, would you use the other person's attorney? The second you enter into a contract with an agent, he/she has responsibility and accountability duties. Real estate agents who act as seller agents must negotiate in the best interest of their clients (the sellers) and may not withhold information from them and must present their properties only in a favorable manner. Buyer agents negotiate in the best interests of the buyer, do not disclose confidential information about the buyer, and reveal all facts that affect the value of properties to the buyer.

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Q: Why should I use an agent to buy a builder's new-construction home?

A: The advantages are the same as those for purchasing a resale home. Your agent:

- Serves as your personal real estate consultant.
- Guides you through the process with professional representation.
- Provides you with valuable insight into the market.
- Helps you find the perfect home quickly.
- Offers you expertise in contract writing, negotiation, and closing assistance.
- Gives you advice regarding all builder's products.
- Finds the best match for your specific needs.

The builder has a professional real estate representative watching out for his interests, and you need and deserve the same expert representation watching out for yours.

It is extremely important that your interests be professionally represented when you enter into a contract for a semi-custom or a build-to-suit home. These transactions are very complex. The contract details must be exactly in order to protect you and to ensure that you get precisely the home you want.

Q: Do I save money if I buy directly from the builder?

A: There is absolutely no financial advantage for you to buy directly from the builder. You do NOT save any money! Builders have a "single price" policy, meaning that you are charged the same price whether your interests are represented by a buyer specialist or not. Just as in any resale, the seller pays your agent's fee. It pays for you to have someone looking out for your personal interests.

Remember, the builder requires that your buyer specialist accompany you on your first visit to the builder's sales center. Always call our office and request that your buyer specialist show you all builder products that interest you.

If you do go to a builder model/sales center without your buyer specialist, please give the builder's representative our business card and always tell the builder that you are working with Teddy B. Griffin & Kimberly Roberts/The Griffin Team. Then, be sure to let your buyer specialist know so that he/she can assist you regarding the builder and their product.

Using a buyer specialist is a definite advantage for you!