



Top Reasons to Work with a Buyer's Agent

Many Buyers don't realize that having a Buyer's Agent is extremely important. Many people choose to simply call the agent who is listing the home to handle their side of the transaction. The listing agent (also the Seller's Agent) is working for the Seller. When an agent takes the Buyer and the Seller both as clients, they become an Intermediary Agent. This means that they work for no-one in the transaction and simply facilitate the terms of the contract. They do not have any one person's best interest at heart, because it would become a conflict of interest in Real Estate. That is why it is so important for each party in the transaction to have an agent that represents them specifically.

1. **It's FREE!** Seller's pay commission on a transaction, not the Buyer. Possibly, if you enter into a contract with a For Sale By Owner and the Seller is unwilling to pay the Buyer's agent a commission, you may have to come to an agreement with your agent on how they will be compensated for their time and services.
2. **A Buyer's agent knows what to look for when viewing houses.** They are looking at houses all the time and know red flags when they pop up. Not to say that the Seller's agent wouldn't be forthcoming with any issues on a house, but they are working for the Seller and their best interests, not the Buyer.
3. **Buyer's Agents will help evaluate and secure financing for a Buyer.** Most Buyer's agents will have a list of lenders to choose from, so you can decide on the best one for you, but they will also be able to help you navigate through the process and guide you towards the right lender and program.
4. **Buyer's agents will coordinate all showings.** If you are doing this without an Agent, you will be calling the listing agents of each property to view the properties. You will be making calls and trying to coordinate times and days and routes all on your own. A Buyer's Agent will take care of that for you and make sure they have the most updated information on the properties as you view them.
5. **Any Real Estate Agent should know how to write a contract,** but when it comes time for that, don't you want an Agent who is working for you to write your offer? Again, the listing agent is working for the Seller and have their client's best interest at heart. Having your own Agent is vital to making sure the offer is written and negotiated in YOUR best interest.
6. **A Buyer's Agent will be integral in coordinating all professionals needed during the process.** Mortgage Lenders, Inspectors, Title Companies etc., depending on the terms of the contract, will all be coordinated by your Agent.
7. **A Buyer's agent takes care of all dates and deadlines in the contract.** Once you are under contract, that contract has specific deadlines for many of the terms that are agreed on. Your Agent will keep those dates in order and keep you on track. If any dates needs to be extended during the contract, your Agent will take care of that also and make sure all extensions are documented correctly. From the day of acceptance to closing day.

There is a caveat to above advice: If you know the person who is working for the seller and have a good trusting relationship with them, then by all means, talk to them about representing you in the transaction. Make sure they explain their role and how they will treat each client during the process. If you feel comfortable with them and their service, then go for it! Otherwise, it is highly advised that you find an agent who works exclusively for you!