

Why Should We Sign a Buyer Representation Agreement?



Signing a form can feel like you are signing away some rights or decision-making ability. In this case, signing a “Buyer Rep” form means protection for you, and gives you added loyalty and information sharing by ME.

This is a pared down list of what this form actually says:

- ◆ Outlines MY responsibilities to YOU
- ◆ Defines a timeframe that we will work together under those responsibilities
- ◆ Defines my compensation and how I receive it
- ◆ Explains policy on Agency (how we work together) and Intermediary (how we work when you wish to offer on one of my Brokers’ properties)
- ◆ Contains a consent clause for you to see same properties as other clients

Under the Buyer Representation agreement, you become a Client, rather than just a Customer.

What's the difference?

⇒ A **Customer** is similar to a windowshopper....asking factual questions, but not receiving advice and opinion.

⇒ A **Client** (*having signed the Buyer Rep*) has my full loyalty to provide Advice and Opinions, along with my

As my Client, I represent YOU from first conversation to the end of Closing on your new home. These are the important points of how I will do that:

- ◆ Complete loyalty to your needs and information
- ◆ Confidentiality of all information about you and your search—you can talk freely
- ◆ Help you consider alternate solutions to find the perfect property
- ◆ Give Full Disclosure of all facts and pertinent information known to me
- ◆ Give Advice and Opinion along with facts; help educate you on the process
- ◆ Make EVERY attempt to find your best property and fulfill your needs
- ◆ Prepare and NEGOTIATE offers on your behalf.
- ◆ Attempt to strengthen your offer’s position and solve problems
- ◆ I’m working on YOUR side only



What if we decide that we don't want to work with you anymore? Are we stuck?

No, never! You always have a choice. IF you decide our ‘partnership’ is not working for you, or you have decided to stop looking, a simple request in writing letting me know this, and our agreement can end. We are a team, and if the team is not getting to the goal, there is no point in continuing as a team. Just communicate with me!

