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Buyer's Agent FAQ

❖ DO HOME BUYERS NEED THE HELP OF A BUYER AGENT?

You bet! Because when buyers work with a real estate professional who is 100% loyal and completely committed to them, chances are that the entire home buying process will go smoothly.

❖ O.K. EXACTLY WHAT IS A BUYER AGENT?

A Buyer Agent works solely for you. When working with a Buyer Agent, you have the advantage of personal representation, independent counseling, confidentiality and trust. As a matter of fact the Buyer Agent has a fiduciary duty of utmost care, integrity, honesty, & loyalty in dealing with you, the buyer.

❖ CAN A BUYER AGENT SHOW US THE SAME PROPERTIES?

Yes, a Buyer Agent can show you every home listed in the Santa Clara County Multiple Listing Service (MLS), PLUS Real Estate Owned (REO) and For Sale By Owner (FSBO) properties. Additionally, a Buyers Agent can show you brand new and unlisted homes.

❖ WILL A BUYERS AGENT DISCLOSE MORE INFORMATION TO US?

Yes indeed. Because a Buyer Agent's responsibility is to YOU, he or she can be more forthcoming with all aspects about properties that you're investigating for purchase. Such things include, but are not limited to, the home listing history, recent comparable sales information, liens like current home loans, & potential seller motivation.

❖ DOES A BUYER AGENT MAKE DECISIONS FOR US?

No. As your personal ally, advocating your best interests, a Buyer Agent is obligated to provide you with maximum information about buying a home, each step of the way. That means disclosing specifics about location, property values, offering price, negotiations, counter offers, contingencies, financing, and the entire closing process. Armed with such vital and detailed information, you'll be thoroughly prepared to make decisions that are right for your family.

❖ WHAT ABOUT NEGOTIATING THE DETAILS?

First, a Buyer Agent is fully qualified and highly skilled in the back and forth negotiations, which proceed the ratification of a real estate contract. Second, a Buyer Agent is also experienced and committed to helping protect your best interests in the purchase. In representing and supporting you, that's a powerful combination!

❖ A FEW MORE QUESTIONS?

We have the answers and many more details about Buyer Representation. Please call us today. We'll answer you questions in full.