



# Buyer's GUIDE

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**ABODE**  
SOUTHEAST PROPERTIES

**kw** GREATER DOWNTOWN  
KELLERWILLIAMS. REALTY



# WELCOME TO YOUR HOME BUYING JOURNEY

Welcome to Abode Southeast Properties! We are thrilled to assist you in buying a home. Our mission is to make the purchasing process smooth, transparent, and successful.

This packet offers a clear overview of our services, compensation, and what to expect. You'll find information on search assistance, transaction coordination, negotiation support, and much more, ensuring you are well-equipped to find the home of your dreams.

We believe in transparency and will detail our commission structure and various compensation scenarios. This packet also emphasizes the value of professional representation and the benefits of having an experienced agent by your side.

**Informed clients are empowered clients.** By understanding our services and how we work, you can confidently make the best decisions for your real estate needs. Let's start this journey together!

Thank you for choosing Abode Southeast.

ALEXANDRA THEIS

# OUR ROLE IN YOUR HOME BUYING JOURNEY

Buying a home is a significant decision, and having the right support can make all the difference. At Abode Southeast Properties, we offer a range of services designed to ensure you find the perfect home quickly and at the best possible price.



## PROPERTY SEARCH ASSISTANCE

We help you find properties that match your criteria, ensuring you see the best options available. Our extensive network and market knowledge allow us to present you with properties that align with your needs and preferences.



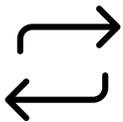
## MARKET ANALYSIS

We provide detailed insights on market conditions and property values, helping you set the right price for your home. Our analysis includes recent sales data, neighborhood trends, and economic factors that could impact your sale.



## NEGOTIATION SUPPORT

Our experienced team assists with offers and negotiations to secure the best deal possible. We advocate on your behalf, using our skills to achieve favorable terms and conditions that meet your goals.



## TRANSACTION COORDINATION

We manage the entire selling process from listing to closing, ensuring everything runs smoothly. This includes coordinating showings, handling paperwork, and keeping you informed every step of the way.



## OPEN HOUSE COORDINATION

We arrange and accompany you to open houses, ensuring that you can view potential homes in a convenient and organized manner. We provide feedback and insights on each property visited to help you make informed decisions.

# REAL ESTATE TRANSACTIONS: WHAT YOU NEED TO KNOW

The real estate landscape has seen major changes, especially in how transactions are conducted and how compensation is structured. These shifts aim to enhance transparency and flexibility in the home buying and selling process. Buyers attending open houses and interviewing agents to work with should be aware of these crucial updates to better navigate the market.

## CORE AGREEMENTS IN REAL ESTATE TRANSACTIONS

Three key agreements now define the structure of real estate transactions:

- Listing Agreement: A contract between the Seller and the Listing Broker.
- Buyer Representation Agreement: A now **mandatory** agreement between the Buyer and the Buyer Broker.
- Purchase Agreement: The official document outlining terms between the Seller and Buyer.

## NEW COMPENSATION STRUCTURE

The traditional "**cooperation compensation**" model is being phased out. Buyer Brokers are now required to negotiate their compensation directly with clients, with no automatic compensation offered on the MLS. Buyers **must** have a written agreement with their Broker before touring homes, ensuring financial arrangements are clear upfront.

### Transparency

Clear written agreements between all parties enhance understanding and transparency of financial arrangements.

### Negotiation

Compensation for Buyer Brokers is now negotiated during the offer process, providing more flexibility in deal structures.

### Responsibility

Buyers are now required to have a clear understanding of their agent's compensation before beginning the home search process.

### Decoupling

Compensation is moving away from broker-to-broker structures, giving more control to buyers and sellers over how commissions are handled.

# THE IMPORTANCE OF A WRITTEN AGREEMENT

## ENSURING CLARITY AND TRANSPARENCY

A written buyer representation agreement clearly outlines the terms and conditions of our working relationship.

## WHAT THE AGREEMENT INCLUDES

**Compensation Details:** Specifies how the agent will be compensated, whether it's a percentage of the purchase price, a flat fee, or an hourly rate.

**Scope of Services:** Details the services the agent will provide, such as property searches, market analysis, negotiation support, and transaction coordination.

**Duration:** Defines the time period the agreement covers, ensuring both parties understand the commitment.

**Responsibilities:** Outlines the responsibilities of both the agent and the buyer, promoting mutual understanding and cooperation.

## BENEFITS OF A WRITTEN AGREEMENT

A written agreement offers several benefits

**Clarity:** It ensures that both parties have a clear understanding of the terms, services, and expectations, reducing the risk of misunderstandings.

**Visibility:** Provides a transparent framework for compensation and services, promoting trust between the buyer and the agent.

**Commitment:** Demonstrates a commitment from both parties to work together towards a successful home purchase.

**Professionalism:** Reflects a professionalism, showing that the agent is serious about providing quality service and following current ethical guidelines of the industry



# WHY WORK WITH ME TO FIND YOUR HOME

## EXPERTISE AND KNOWLEDGE

Holding both agent and broker licensure, I know the market and can provide valuable insights and advice.

My expertise helps you understand current market conditions, enabling you to make well-informed decisions. As an agent with Keller Williams, you also have access to our preferred vendors.

## TRANSACTION MANAGEMENT

Buying a home involves numerous steps and coordination between various parties. As an agent/broker, I manage the entire buying process, from submitting offers to coordinating inspections, and ensuring the title company has what it needs to complete its work and provide a smooth closing from start to finish.

## ACCESS TO LISTINGS

I have access to a wider range of listings, including properties coming to market. Furthermore, I will prospect for you and try to find sellers considering listing in the future. These strategies give you a broader selection of homes to consider, increasing your chances of finding the perfect property that meets your criteria.

## DOCUMENTATION

Real estate transactions require adherence to numerous documents that ensure that the transfer of property is handled correctly. Myself and the brokerage make sure all forms pass compliance to ensure they are properly executed, protecting your interests and minimizing the risk of issues.

## EFFECTIVE NEGOTIATION

Negotiating the best deal is a critical aspect of the home buying process. I negotiate on your behalf, leveraging my skills to secure favorable terms and conditions. My objective is to get you the best possible price and protect your interests throughout the negotiation process.

## TIME-SAVING

I handle all the details, saving you significant time and reducing stress. From scheduling property tours to managing communications with sellers and other professionals, I streamline the process, allowing you to focus on other important aspects of your life.

# FREQUENTLY ASKED QUESTIONS

## **1. WHAT SERVICES DO YOU PROVIDE AS MY BUYER'S AGENT?**

I offer property search assistance, market analysis, negotiation support, transaction coordination, financing assistance, home inspection guidance, and post-purchase support. My goal is to ensure a smooth and successful home buying experience.

## **2. HOW ARE YOU COMPENSATED AS MY BUYER'S AGENT?**

I am typically compensated through a commission paid by the seller at closing. If the seller offers partial or no commission, we will discuss and agree on any additional compensation arrangements upfront.

## **3. WHAT IS A BUYER REPRESENTATION AGREEMENT, AND WHY DO I NEED ONE?**

A buyer representation agreement outlines our working relationship, including services provided, compensation, and duration. It ensures clarity, transparency, and protection for both parties.

## **4. CAN I NEGOTIATE YOUR COMMISSION OR FEES?**

Yes, broker fees and commissions are negotiable. The agreement will include a statement about this, emphasizing your right to discuss and negotiate terms. I am committed to providing value and working within your budget.

## **5. HOW DO YOU HELP ME FIND THE RIGHT PROPERTY?**

I use my network and market knowledge to find properties that match your criteria, including off-market listings. I arrange and accompany you to tours, provide feedback, and offer insights to help you decide.

## **6. WHAT HAPPENS IF I AM NOT SATISFIED WITH YOUR SERVICES?**

Your satisfaction is my priority. If you have concerns or are not satisfied with my services, please let me know immediately. We can discuss the issues and find a resolution. My goal is to ensure you have a positive home buying experience.

# UNDERSTANDING REPRESENTATION

## WHAT IS A BUYER'S AGENT?

A buyer's agent is a real estate professional who represents your interests throughout the home buying process. Unlike a seller's agent, who works for the seller, a buyer's agent is dedicated to helping you find the right home, negotiate the best terms, and ensure a smooth transaction.

## WHAT IS A SELLER'S AGENT?

A seller's agent is a real estate professional who represents the seller's interests throughout the home selling process. Their primary goal is to help the seller achieve the best possible sale price and terms. They handle marketing, negotiations, and transaction management to ensure a smooth selling experience.

## WHAT IS A DUAL AGENT?

A dual agent represents both the buyer and the seller in the same transaction. This can be beneficial for facilitating communication and streamlining the transaction process. However, dual agents must maintain a balanced approach, ensuring fairness and transparency for both parties.

While agents have a fiduciary responsibility for all parties, most agents would prefer, and sellers should too, that agents aren't negotiating on both parties' behalf.

## WHAT IS A DESIGNATED AGENT?

A designated agent is a real estate professional appointed by their brokerage to represent either the buyer or the seller in a transaction, while another agent from the same brokerage represents the other party. This ensures that both the buyer and seller have dedicated representation, even within the same brokerage.