



#19 Seventh Terrace, Centerville
Nassau, Bahamas
(242) 322-2564



Quick Buyer's Guide: Working with a Real Estate Sales Associate in The Bahamas



What Does a Sales Associate Do for You?

A real estate **sales associate** is your **professional representative** in the property-buying process. Their role is to make your experience as smooth, informed, and successful as possible.



Their Key Responsibilities:

- Help you **identify suitable properties** based on your budget and needs
- Provide **market insights** and comparable property data
- Coordinate **property showings and tours**
- Negotiate **purchase terms and price** on your behalf
- Guide you through **offers, contracts, and closing**
- Connect you with trusted **lawyers, appraisers, inspectors**, and more
- Assist with **government approvals** if you're a non-Bahamian buyer
- Offer ongoing support **before, during, and after** the sale



Tip: Choose a licensed sales associate with local market experience and strong client reviews.



Questions Every Buyer Should Ask



Before You Start:

- What is my **budget** (including closing costs)?
- Am I buying to **live, rent, or invest**?
- Which island or community best suits my **lifestyle or goals**?
- Do I need **financing** or am I paying with cash?



During Property Search:

- Is the property **freehold** or **leasehold**?
- What are the **property taxes**, HOA fees, or maintenance costs?



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- Are there any **restrictions** on building, renovating, or renting?
- Is the title **clear** and ready for transfer?

Before Making an Offer:

- Has a **valuation/appraisal** been done?
- What are similar properties selling for?
- Are there any **pending legal issues**, liens, or disputes?
- Who pays the **Stamp Duty / VAT**?

After Purchase:

- Who will handle **property management** if I'm not here year-round?
- Do I need **insurance**, and what does it cover?
- How do I transfer **utilities** and register the property?

Final Tips

- Always work with a **Bahamian real estate attorney**.
- Be transparent with your agent—they can only help you if they understand your goals.
- Take your time—**due diligence** protects your investment.