

Why Buy Directly From An Owner?

If you've ever used a real estate agent, you probably realize that a third-party involved in a transaction stands to gain considerable profit from a large transaction. You know they are ethically supposed to represent the best interests of the Buyer and Seller, but how does that work in real life?

This sale requires direct interaction between the Buyer and Seller in order to provide a better degree of transparency than is seen in many real estate transactions. Yes, it involves meeting and discussing the transaction. That's called business. And, if either party doesn't deal with proper disclosure and intent, the process doesn't go well. You are the best person to protect the interests of you and/or the entity you represent. So, this sale is suited for a Buyer who values finding out the most about the property before signing a Buy/Sell Agreement.

In closing the sale, Buyer and Seller will be represented by their respective real estate legal advisors, who will make sure all documents are properly written and signed. The transaction is simple in that, if both Buyer and Seller agree on terms and those terms are fulfilled, the sale will proceed as dictated by law and business ethics.

- *Another reason to not use a real estate agent is that, in the case of this sale, the initial 5% deposit made by the Buyer will be a reserve on which the Buyer and Seller may negotiate any final improvements that are agreed to by both sides. In following this method, money that might otherwise go to a real estate agent or other third party, will instead be used to finalize conditions for the sale.*