



BUYERS — Why Work with Atomic Realty

At Atomic Realty, we believe working with the right real estate broker helps you buy a home faster, with less stress, and with fewer costly mistakes than going it alone.

If you're viewing a home with the broker who listed it—or attending an open house—National Association of Realtors rules do **not** require you to sign a buyer's broker agreement. In those situations, you shouldn't sign one. However, if you want to view a home listed by a different brokerage than the broker showing the home, the rules *do* require a brokerage agreement before a broker can show it to you.

That doesn't mean you should lock yourself into a long-term agreement with someone you don't yet know or trust. At Atomic Realty, our buyer agreements can be limited to a single property, a specific area, or a short time period—and they can be terminated at any time.

Not All Brokers Are the Same

Buying a home is often one of the largest financial decisions you'll ever make. It should be treated like the serious business transaction it is. Before choosing a broker, compare business models, commitment levels, fees, and services.

No big-box brokerage can find you a home faster, help you pay less, or deliver better service than Atomic Realty. What *does* differ is flexibility, responsiveness, and how much commission you ultimately pay.

Broker Commitment Matters: Choose Full-Time Professionals

Would you trust a part-time fund manager with your 401(k)? Then why trust a part-time broker with one of your largest investments? Ask the hard questions:

- "Do you have another job?"
- "If you have other full-time commitments, how will you properly manage my purchase?"

A broker with divided priorities may not be available when you need them most. Mandatory work commitments elsewhere mean your purchase simply cannot be their top priority.

Also be cautious of brokers who frequently change companies. That often signals underperformance or instability. Judge brokers on experience, education, and track record—not how long they've lived in town or how many mutual friends you share.



Atomic Realty, LLC. Website AtomicRealty.net
Qualifying Broker David Houck
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At Atomic Realty, we are full-time professionals. I have been a broker for over 40 years, with degrees in physics and mathematics and a Juris Doctor in law. My wife and partner holds an undergraduate degree and a Ph.D. in chemistry. This is our profession—not a hobby.

Broker Commitment Matters: Choose Full-Time Professionals

Would you trust a part-time fund manager with your 401(k)? Then why trust a part-time broker with one of your other large investments?

Ask direct questions:

- “Do you have another job?”
- “If you have other full-time commitments, how will you manage my purchase effectively?”

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Commissions: Everything Is Negotiable

All commissions—for buyers and sellers—are negotiable.

Many large brokerages impose corporate-mandated commission structures with little flexibility. Don’t accept the “you get what you pay for” argument without understanding exactly what extra you’re paying for.

Ask:

- “What services do you provide?”
- “How do you justify your commission?”

Kate and I sold nearly 40 homes last year without a large team because this is our full-time profession. We charge what we believe is a fair commission—often less than others for the same services. Our goal is to make a living, not to maximize income at our clients’ expense. If a broker can’t justify their high commission or refuses to negotiate, it’s worth asking why and shopping around.



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Choose a Truly Local Brokerage

Ask where the brokerage is based. Out-of-town firms and national franchises with a single local representative often lack deep local knowledge and hands-on leadership. Training and support are frequently minimal, and key decision-makers are located elsewhere.

When we have a client looking to buy in other communities we refer them to a broker in that community. We believe a buyer will get better service if they work with a person very knowledgeable about that community.

Atomic Realty is based in LA/White Rock. We've worked in Los Alamos for over six years.

Small Brokerages Often Work Harder for You

Real estate isn't free to practice. Independent brokerages must list, sell, and perform to survive. Some big-box models charge agents little upfront but take a portion of every sale—meaning agents don't always need strong results to stay afloat.

For independent brokers, performance isn't optional—it's essential. Atomic Realty has been profitable every year we've operated in Los Alamos because we honest and work hard for our clients.

Avoid High-Pressure Sales Tactics

Endless emails and unsolicited calls are signs of a salesperson, not a professional advisor. A great broker provides data, context, and guidance—helping you make the best decision, even when it may not benefit them directly.

How Our Buyer Agreement Works

Our buyer brokerage agreement is **2.5%**. When you purchase a home listed by another brokerage, we request that the seller pay this commission. However, if working with Atomic as your Buyer Brokerage and you purchase a home listed by Atomic Realty, the buyer pays **0%**, and the seller pays no additional commission.

At Atomic Realty, we work smarter—so you keep more of your money.