



Atomic Realty, LLC. Website [AtomicRealty.net](http://AtomicRealty.net)  
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## BUYERS – Why Work With Atomic Realty?

At Atomic Realty, we believe that working with an experienced real estate broker helps you purchase a home faster, more efficiently, and with fewer costly mistakes than navigating the process alone.

If you are viewing a property 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 Brokerage Agreement. In those cases, you should not sign one.

However, if you wish to see a home listed by a different brokerage, a Buyer Brokerage Agreement is required before a broker can show you the property.

That said, you should never feel pressured 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
- Restricted to a defined geographic area
- Short-term in duration
- Terminated at any time

We believe representation should be earned—not locked in.

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### Not All Brokers Are the Same

Purchasing a home is often one of the largest financial decisions you will ever make. Treat it as the serious business transaction that it is.

When selecting a broker, compare:

- Business model
- Level of personal commitment
- Commission structure
- Services provided

No large, “big-box” brokerage can find you a home faster, negotiate a better price, or deliver superior service than Atomic Realty. What *does* vary is flexibility, responsiveness, and how much commission you ultimately pay.



## Broker Commitment Matters: Choose Full-Time Professionals

You would not entrust your 401(k) to a part-time fund manager. Why trust one of your largest investments to a part-time broker?

Ask direct questions:

- “Do you have another job?”
- “If so, how will you properly manage my transaction?”

A broker with divided commitments cannot make your purchase their top priority. Real estate demands availability, focus, and immediate responsiveness.

Also consider stability. Brokers who frequently change companies may be signaling performance issues or lack of consistency. Evaluate brokers based on:

- Experience
- Education
- Track record

Not how long they’ve lived in town or how many mutual acquaintances you share.

At Atomic Realty, this is our profession—not a hobby.

- I have over 40 years of experience as a broker, with degrees in physics and mathematics and a Juris Doctor in law.
- My wife and partner holds both an undergraduate degree and a Ph.D. in chemistry.

We bring analytical training, legal understanding, and full-time commitment to every transaction.

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## Commissions: Everything Is Negotiable

All commissions—buyer and seller—are negotiable.

Many large brokerages operate under corporate-mandated commission structures with limited flexibility. Before accepting the phrase “you get what you pay for,” ask:

- “What services are included?”
- “What justifies your commission?”



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Last year, Kate and I sold nearly 40 homes—without a five-agent team. Because this is our full-time profession.

We charge what we believe is fair—often less than others for the same services. Our goal is to earn a living, not maximize our income at your expense.

If a broker cannot justify their commission—or refuses to negotiate—you should ask why.

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## Choose a Truly Local Brokerage

Ask where the brokerage is actually based.

National franchises or out-of-town firms with a single local representative may lack:

- Deep local knowledge
- Hands-on leadership
- Ongoing support and training
- Accessible decision-makers

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## Small Brokerages Often Work Harder for You

Real estate is not free to practice. Independent brokerages must consistently produce results to survive.

Some large models charge agents little upfront and simply take a percentage of each sale. That structure does not always demand excellence.

For independent brokerages, performance is not optional—it is essential.

Atomic Realty has been profitable every year we have operated in Los Alamos because we deliver.

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## Avoid High-Pressure Sales Tactics

Constant emails and aggressive follow-ups signal a salesperson—not a professional advisor.

A strong broker provides data, analysis, and guidance so you can make the best decision—even if that decision does not directly benefit them. Our role is advisory, not pressure-driven.



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## How Our Buyer Brokerage Agreement Works

Our buyer brokerage agreement is 2.5%. If you purchase a home listed by another brokerage, we request that the seller pay that commission.

If you are working with Atomic as your buyer's broker and purchase a home listed by Atomic Realty:

- The buyer pays 0%
- The seller pays no additional commission

We structure transactions efficiently so you keep more of your money.

We charge no hidden fees and no surprise costs. Paying more to a broker rarely delivers more value. All we have to offer is our time, experience, and expertise.

Everyone deserves to make a living—including us—but we do not need to make it all from you.

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## Buyer Information Form

This form is simply a tool to help us efficiently prepare your offer. Please complete what you can, scan it, and email it back to us. Additional documents and information may be required depending on your situation.

### Buyer Information

- Buyer 1 Name:
- Buyer 2 Name:
- Buyer 1 Phone:
- Buyer 2 Phone:
- Buyer 1 Email:
- Buyer 2 Email:

### Transaction Details

- Desired Closing Date:
- Desired Purchase Price:
- Earnest Money Deposit (conventionally ~1%, but negotiable):
- Property Address:



**Personal Property Requested (if applicable)**

(e.g., washer, dryer, appliances, lawn equipment)

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**Financing & Contingencies**

- Prequalification Letter? (Y/N) – Please attach if available
  - Lender Contact Information:
  
  - Contingent on sale of another property? (Y/N)
  - 1031 Exchange? (Y/N)
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**Important Offer Sections to Review**

When you receive the offer note:

- Section 6, & 14 (Costs to be Paid)
  - Section 18 (Document Deadlines)
  - Section 21 (Inspection Deadlines)
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We will prepare these according to common local practice, but timelines and costs are negotiable.

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**Taxes and Fees**

**Gross Receipts Tax (GRT)**

Think of GRT as New Mexico’s sales tax on services. It is approximately 7–8% of the commission (not the sales price) and is paid by Atomic Realty to the state at closing. Your Buyer Brokerage Agreement explains how commission and GRT are handled.

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**Inspections**

Are you performing inspections? (Y/N)

Inspections are typically not required by lenders (unlike appraisals), though exceptions exist.

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**Title & Survey Matters**

**Improvement Location Report (ILR)**

If required by the title company, who will pay?

- Seller \_\_\_
- Buyer \_\_\_

(Estimated cost: ~\$800. Negotiable.)

**Owner's Title Policy**

Often \$2,000–\$3,000.

Provides title insurance protecting against undiscovered liens or defects.

In Los Alamos, convention is that the Buyer pays the owners policy as it is often reimbursed by the Lab, but this is fully negotiable. Who is being asked to pay?

- Buyer \_\_\_
  - Seller \_\_\_
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Atomic Realty  
Working smarter so you keep more.