

Do You Need a Buyer's Agent?

- Do you want the Real Estate agent helping you find a home **to be competent** on the local market, property values, finance options, property inspections, construction of new homes and the real estate process?
- Given a choice, would you prefer to use:
An agent who has **YOUR** best interests in the transaction,
An agent who is obligated to remain neutral,
Or one who represents the seller?
- Would you like to **know what other homes are selling for** in the neighborhood of home you choose and how they compare with your home?
- Would the agent helping **you need a substantial amount of information** (some personal in nature) from you in order to really help you? Do you want the agent to keep your confidential information (the highest price you are willing to pay, motivation for purchasing, urgency, true interest in the property, flexibility in financing, etc.) from the sell?
- If you requested the agent to do something that violated a law or was not in your best interest, would you want the agent **to point this out to you?**
- Would you want the ability to **direct the agent's activities?**
- Do you expect the agent to **disclose all information** that might help you make a more informed decision (even confidential information about the seller, their urgency to sell, motivation for selling, etc. if known)?
- Would you expect the agent assisting you **to be responsible** for accounting of the care of your money and other assets in the real estate transaction?

