

The New Buyer Orientation Packet

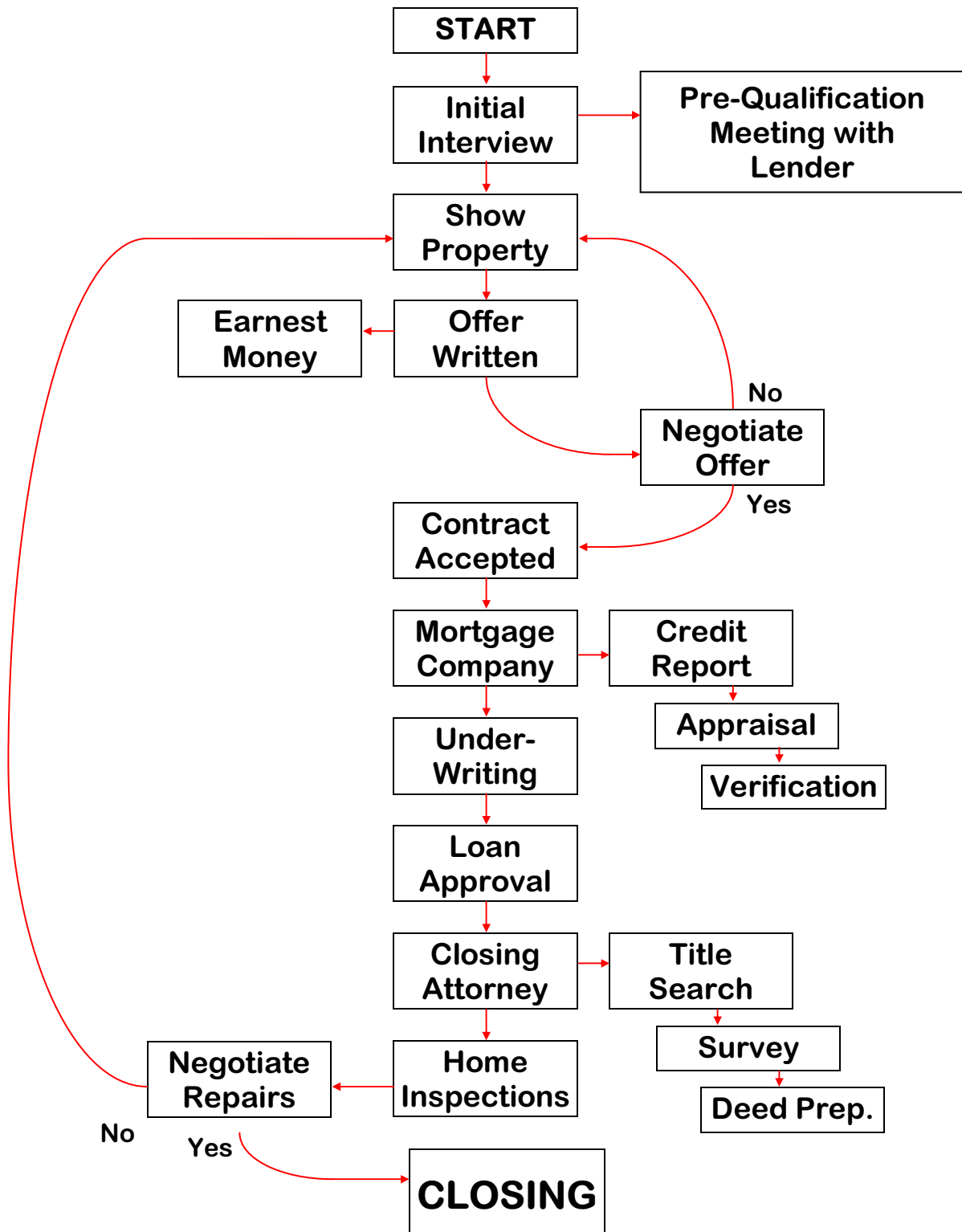
Another Personal Service by

The Freeman/Davis Home Team
RICK FREEMAN & AMY DAVIS



The Wolborsky Group

The Home Buying Process



M L S Member

As a member of the Multiple Listing Service, **we can show you any property**, regardless of who is the listing agent.



If you should see an ad in the paper or a sign in a yard, call me to find out the information. If you want to see it, **we'll show it to you.**

For Sale by Owner

Many times a homeowner will work with an agent, even though his home is not listed, if the agent introduces the buyer to the property.

If you should see a F.S.B.O. and want the advantages of our services, let us contact the owner and set the appointment.

If we then find that the owner will not work with an agent and you still want the home then you are
on your own...

New Homes

IMPORTANT: remember that when you walk in to a new home subdivision, **the onsite agent represents the builder (and only the builder.)** You can be represented too, and it will not cost you any extra. All you have to do is to notify that agent that you are working with us.

JUST TELL THEM!



By letting us help you with new construction, you get all the services offered in this presentation and those offered by the builder as well.

You'll get more ... but you won't pay more for it.

Property Inspection

We will include a provision in the sales contract that gives you the right to inspect the mechanical, electrical, plumbing and structural portions of the property.

There are inspection companies that provide services of this type. We can accompany you with the inspector to ask questions and receive a written report itemizing any areas of concern.

If repairs are needed, you can request the seller to make them in accordance with the provisions of the sales contract.

Home Protection Plan

As an additional benefit, some sellers provide a Home Protection Plan for the buyer. This coverage is good for one year on selected items:

- 1. Central Heating System**
- 2. Electric Central Air System**
- 3. Interior Plumbing**
- 4. Built-in Appliances**
- 5. Electric Pool Equipment**

If the home you choose does not have a Home Protection Plan, you can acquire the coverage yourself through one of our home protection plans.

What We Can Offer You

- Financial Information
- Knowledge of Neighborhoods
- Appropriate Houses to Consider
(What you want and what you can afford in an area you want to live.)
- Active effort to find you the "right" home
- Peace of mind knowing you have a Professional representing ***YOU***.

Buyer Agency

As part of a mutual agreement, you can elect to create a buyer agency relationship between us that will entitle you to the fiduciary client level services that include:

- Loyalty
- Obedience
- Disclosure
- Confidentiality
- Accounting in dealings

As buyer's agents, we will represent you and your interests in the purchase of your home. This is different from a typical sub-agency transaction where the buyer is not technically represented.

However, the selling agent has the duty to exercise reasonable skill and care in the performance of the Broker's duties. This is a duty of honest and fair dealing and a duty to disclose all facts known to the broker which materially and adversely affect the consideration to be paid for the property.

A dual agency situation can arise if we have entered into an agency relationship and subsequently we look at a property listed with our company. This is a potentially challenging situation because it is difficult to afford both parties full client level services.

Dual agency should only be entered into with the written agreement of both buyer and seller.

Agency is a legal relationship and a written agreement should be completed to explain all the duties and responsibilities.

Benefits Of Buyer Agency

Loyalty

The real estate agent must act in the best interest of the buyer

Obedience

Must follow the lawful instructions

Disclosure of all material facts

Examples but not limited to:

- Relationships between agent and other parties
- Existence of other offers
- Status of earnest money
- Seller's financial condition
- Property's true worth
- Commission split with other brokers
- Legal effect of important contract provisions

Confidentiality

Any discussions, facts, or information that should not be revealed to others but does not include responsibility of fairness and honesty in dealings with all parties

Accounting in dealings

Reporting of where any money placed in the hands of the broker is kept

Reasonable Skill and Care

Arriving at a reasonable purchase price and advising buyer of such

Discovering material facts and disclosing them to the buyer

Investigating the material facts related to the sale

Who Pays the Commission?

You have a choice:

- **The Seller Does**

The Seller has generally signed a listing agreement with his agent specifying a certain fee to be paid, and most times it has provisions for splitting that fee with the agent who sells the property, **regardless of sub-agency or buyer agency.**

- **The Buyer Does**

The Buyer can pay his agent a commission as set out in their written agreement; however, it is customary in our marketplace that all commissions and/or selling bonuses be **paid by the Seller.**

Regardless of your choice, you would still be completely represented if you have chosen to work in a

“Buyer’s Agency Relationship”

Advantages of Working *Exclusively* With



THE FREEMAN DAVIS HOME TEAM

- You can place confidence in our ability.
- We will develop rapport necessary to communicate easily.
- We come to understand your particular needs and will be able to find just the home you want.
- We can afford to make a commitment in time and effort because we can feel assured to be representing you throughout the entire transaction.

In Short, Exclusive Buyer Agency Means That:

We will:

- **Make our best effort to find the home to meet your needs,**
- **Commit our time, cars, computers, and experience to find exactly what you want,**
- **Incur all our car, phone, and administrative expenses,**
- **Continue the home search until you either find a home or tell me to stop looking,**

If You Promise To:

- **Let us know if your plans change.**
- **Tell us if you want to look at a home listed with another broker, builder, or for sale by owner.**
- **Tell us what you like and dislike about the homes we see.**
- **Tell us if you feel the need to talk to another agent.**
- **Work with us until we find you the right home.**

Home Search Information

(please fill out and return to us)

Name: _____

Address: _____

Telephone: _____

What things are most important to you in a home?

1) _____

2) _____

3) _____

4) _____

Are schools important? yes no If yes, which ones:

Where do you want to live? _____

What style home do you prefer? _____

When do you want to move in? _____

How many bedrooms? _____

How many baths? _____

How many living areas? _____

What size garage? _____

Where do you work? _____

When is the best time to look at homes? _____

If we found the right home for you today, would there be anything that could keep you from buying it? _____

Does anyone else have to approve of your purchase? _____

Summary: _____

Notes