

WHO PAYS A BUYER'S AGENT'S FEES?

Unless otherwise agreed, an agent's fees are collected from the seller should you buy a home. Sellers know to calculate the cost of agent commission into their selling price. As the buyer, you'll receive the full benefit of an agent's experience, education, and market knowledge, at no personal cost!

HOW DO YOU KNOW AN AGENT IS WORKING FOR YOU?

In some areas, it is legal for an agent to represent both seller and buyer. Most buyers see this as a conflict of interest and want to avoid such relationships. This is why agents are required, by law, to disclose such relationships to both parties. Buyer's should sign an agreement up front with their realtor® legally obligating them to represent only their interests.



DON'T GO IT ALONE

We help home buyers just like you every day. Let us work with you to find that perfect place and match you with a reputable lender in your area. Because our fees are paid by the seller of the home you purchase, our services come at no cost to you.

Sasha Miletic, Broker

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Home Buyers



Why it Pays to Have an Experienced Agent in Your Corner

Don't Go it Alone! *Why it Pays to Work with an Agent*

Sellers have agents working hard to sell their homes. These agents, called “listing agents” or “seller’s agents”, are obligated by law to negotiate the best price for their clients. Smart buyers know that it pays to have an experienced agent in their corner.

Would you invest \$100,000 without seeking professional advice?

Most people wouldn't dream of it. Yet so many choose to go solo when buying a home, even though it's likely the largest investment they will ever make.

Likewise, many homeowners see the importance of working with an agent during the sale of a home, but not the purchase. Yet most real estate investors agree that profit is not made during the sale, but during the purchase. In other words, buying the right home for the right price



determines what kind of return you will see when you decide to sell.

A buyer's agent will not only help you find the right property, but they will negotiate the best possible price. They are required to represent your interests alone, without concern for the seller.

AGENTS FACILITATE A SMOOTH TRANSACTION

There is so much involved in buying a home. The task can often be a daunting one. But an experienced realtor® can help you focus your search and organize the process. With an agent at your side, you'll know just what to expect every step of the way.

A BUYER'S AGENT KNOWS YOUR MARKET

They know what areas hold value the best, what neighborhoods are experiencing the most growth, and keep themselves abreast of zoning and planning changes. Because they understand the true market value of home's in your area, they'll be able to separate the deals from the scams and make sure you don't overpay. If you work with an agent, you won't have to worry about losing out on hot new properties. Your agent can

alert you as soon as a new home hits the market.

THEY UNDERSTAND REAL ESTATE AND CONTRACT LAW

They know your rights as a consumer, and are bound by law to protect them. They'll oversee the drafting of your purchase contract as well as the entire transaction to ensure full compliance with the law.

THEY KNOW WHAT TO LOOK FOR WHEN VIEWING A HOUSE

An experienced agent has seen it all. Their experienced eye will catch flaws, defects, and damages that the average buyer would never notice. They know the signs of serious damage, such as electrical and foundation issues, and can steer you clear of housing nightmares.

An agency relationship offers you protection as a buyer. It discloses, in writing, the agent's legal obligation to represent your interests above all others. Make sure you sign an agreement with your agent to clarify your relationship.

