

## **Should You Be Represented When Buying Real Estate?**

Do you expect and want your REALTOR® to help you with any of the following items?

- ✓ Extensive property search, including For Sale By Owner and unlisted property
- ✓ Preparing Competitive Market Analysis
- ✓ Advice on how to compare properties
- ✓ Opinion as to whether the property is overpriced; will the Seller take less
- ✓ Known complaints about the Builder's work, or is he a well respected Builder
- ✓ The Builder may be experiencing financial difficulties
- ✓ Public knowledge as to whether the Seller is relocating, his financial situation, getting a divorce, or other information influencing the need to sell
- ✓ The Seller has received another Offer on the property
- ✓ Pointing out items of interest: floor plan, special features, unusual aspects of the property, etc.
- ✓ How long the property has been on the market; have there been other Offers
- ✓ Preparing the Offer with advantageous Stipulations and Contingencies
- ✓ Presentation of the Offer
- ✓ Assist with Negotiation strategy
- ✓ Contract Negotiations
- ✓ Contract-to-Closing guidance: termite inspection, home inspection, difference between Cosmetic & Material Defects
- ✓ Post-Closing advice
- ✓ All Work done to allow you to purchase the most closely matched property for your needs, at the lowest possible cost to you

**Some of these are functions that can legally be done only by a Buyer's Agent!  
Georgia Law prohibits a Real Estate Broker or Agent from representing a Buyer without first  
entering into a written agreement with the Buyer.**