

## Buyer Representation



Being an informed buyer and getting the right assistance—including working with an Accredited Buyer's Representative (ABR®)—can make big differences in your home buying experience and final results.

**What Is A Buyer's Representative?** Defined most simply, a buyer's representative (or buyer's agent) is an advocate for the buyer—not the seller—in a real estate transaction. Real estate laws and regulations vary from state to state, but buyer's representatives usually owe full fiduciary (legal) duties, including loyalty and confidentiality, to their buyer-clients and must keep their clients' best interests in mind throughout the entire transaction.

**Why Should I Use a Buyer's Representative?** A buyer's representative can provide the expertise you need throughout the entire transaction, greatly improving your buying experience and potential results. Besides, retaining a buyer's representative seldom adds any expense to your transaction.

Not all buyers' representatives are equal. All REALTORS® (members of the National Association of REALTORS®, or NAR) must subscribe to a strict Code of Ethics, which helps ensure that you will be treated honestly. But a REALTOR® with the ABR® designation has gone a step further. In addition to knowing the dynamics of the local market, REALTORS® with the ABR® designation understand the special needs of buyers. They have additional knowledge and experience that takes them a step beyond an agent who only concentrates on listing property for sellers. An ABR® can provide you with valued assistance throughout the transaction and help you make informed decisions that will lead to a successful home purchase.

## **What kinds of properties can my KSP buyer's representative help me with?**

We specialize in residential properties and can guide buyers with each of the following types of properties

- Resale Homes
- New Construction
- Investment
- HUD foreclosed properties
- Bank foreclosed properties
- Farm and Ranch
- Second homes or vacation homes in the local market area
- Vacant Land

**How Is My Buyer's Representative Compensated?** Typically, the buyer's agent is compensated by receiving a commission split, expressed as a percentage of the sales price, from the listing broker. In some situations, however, the commission split that is offered by the listing broker is less than what is required by the buyer representation agreement.

**What's Next?** Once you've found your buyer's representative, you can begin working as a team to find and purchase your home. It's a big decision and there's a lot to learn. Together, we will make the journey both enjoyable and rewarding.