

OVERVIEW OF BUYER REPRESENTATIVE SERVICES

<u>SERVICES PROVIDED</u>	<u>BUYER'S AGENT</u>	<u>SELLER'S AGENT</u>
FULL SERVICE I will devote full attention to your needs as a buyer without an obligation to match you to a specific property.	YES	NO
CONFIDENTIALITY You can provide me with information without fear of harming your negotiation position.	YES	NO
UNDIVIDED LOYALTY I will suggest alternative properties and increase the supply of appropriate properties for you.	YES	NO
PROPERTY SELECTION My responsibility will be to find the best property for you using all available resources.	YES	NO
PRIORITY SERVICE I will notify you of new listings and give you the opportunity to view these properties first.	YES	NO
BROADER PRICE RANGE Property selection is not limited to the seller's list price. The ability to negotiate a lower price increases.	YES	NO
OBJECTIVE EVALUATION I will assist you in making an objective view of a property, including both positives and negatives.	YES	NO
COMPARITIVE PROPERTY ANALYSIS I will assist you in making an objective comparison to competing properties.	YES	NO

STRATEGY**YES****NO**

I will develop a negotiating strategy with you.

BUYER'S ADVOCATE**YES****NO**

I will make suggestions, which will strengthen your negotiating power.

COMPARITIVE MARKET ANALYSIS**YES****NO**

I will provide price counseling for you by analyzing information on similar properties which have sold recently and that are currently on the market.

As your Buyer's Representative, I am on your team and will guide you through the home buying process. I put my specialized training and expertise to work for you *to save you time and money!*