

BUYER'S AGENT—SELLER'S AGENT

What's the Difference?

To you the Buyer, the difference is huge. If the Realtor you are working with is a Seller's agent, then you are a customer. As a customer, you can move on to another agent any time you wish. There is no contract between you and the seller's agent. As a customer, you enjoy the right to confidentiality, however the Seller's agent is limited in the actions they can undertake for you. They must, by law, respond honestly to any questions you have about the property and real estate market and are also required by law to disclose any material adverse factors of which they are aware. However, when all is said and done, the Seller's agent's job is to structure the transaction to the Seller's benefit including trying to get the seller the highest price for the property.

If you work with a Buyer's Agent, you are a client. This is a very important difference than being a customer. As a client, your agent will still respond honestly to any question you have about the property and market and will also disclose any material adverse facts of which they are aware, just as a seller's agent would. The difference beyond that point is huge.

A Buyer's agent can do things that a Seller's agent cannot. For example, your Buyer's agent can complete a market analysis on any home you are interested in to tell you if the pricing appears to be accurate. A Buyer's agent can create a negotiating strategy that is structured with your best interests in mind and most importantly, can point out reasons not to buy a home.

To make it easier to see the difference between Seller agents and Buyer agent representation, we created the chart to the right.

Services & Duties Provided	Seller's Agent	Buyer's Agent
Arrange Property Showings	●	●
Assists with Financing	●	●
Provides Accurate Information	●	●
Explains Forms & Agreements	●	●
Monitors Escrow & Closing	●	●
Exposure to Entire Market: Both Listed & Unlisted Properties	●	●
Gives Advice & Counsel		●
Completes a Thorough Analysis of the Subject Property-Before You Make an Offer		●
Promotes & Protects Your Best Interests		●
Negotiates Best Price & Terms for You		●
Points Out Reasons Not to Buy		●
Writes Offer with Your Best Interests in Mind		●

FINANCING YOUR NEW HOME

Meeting With a Lender to Get Pre-Approved

Pre-Approval helps you know how much home you can afford and gives the home seller peace of mind, which helps show your offer in its best light. Your lender will inform you of the information you will need to provide to them. You can access lenders who participate in our [concierge services division](#) by visiting our website.

The Difference Between Pre-Qualified and Pre-Approved

Being Pre-Qualified in most cases means you have called a lender on the phone, told them how much money you make and what your monthly payment responsibilities are for things such as car loans and credit cards. From there, the lender will tell you the approximate price range and monthly payment range you belong in. It gets you started in the right direction and is a good idea to get pre-qualified as soon as you begin searching for homes on the internet. That way, you will be entering the proper value ranges on various websites and seeing results that fall within your price point.

Once you are ready to start looking onsite and making offers, you should take the next step and get Pre-Approved. Pre-approval involves meeting with the lender, signing Verification of Employment and Deposit forms and ordering a credit report. In this way, the lender is able to have everything done for your new loan with the exception of the appraisal. The appraisal of course, cannot be done until you choose a home and obtain an accepted offer. Pre-approval does a couple things for you:

#1 It will put you in a stronger negotiating position if you are in competition with other offers.

#2 Even if you are not in competition, it will offer the Seller peace of mind knowing your credit history work is already done and there is only an appraisal to do. With this peace of mind, the seller will look more favorably upon your offer than they would if they knew nothing about your ability to complete the transaction.

Your lender will inform you of the information you will need to provide to them. You can access lenders who participate in our [concierge services division](#) or contact an agent at any of our offices for a recommendation based on your needs.



NOW YOU ARE READY TO VIEW PROPERTIES

This is the fun part...selecting your new home! Your Restaino & Associates agent will actively pursue all new listings that fit your requirements: those within our own company, those found through multiple listing services and properties we hear about for sale privately.

A Few Guidelines –What You Can Expect:

Before a showing

- Schedule all visits in advance with your Restaino & Associate Agent. 24 hour notice is preferred.
- Try to avoid bringing small children, they will probably become tired and bored. Without them, you will be better able to focus on the task at hand.
- Stay in your price range. Don't let emotions sway you. If you fall in love with a house that you "have to have", you may end up with one you really can't afford.
- Wear shoes that slip off easily.
- Be prepared for weather changes and dress appropriately.

During a showing

- Pay attention to the home's curb appeal, floor plan and overall amenities.
- Take notes, ask questions and make comments. This helps your agent understand your needs and what you like or don't like about a home.
- Know the characteristics you need in a home and the amenities you want. Realize when you look at a home, not every one will be perfect - sometimes you will need to look hard to see the possibilities.
- Relax, and have fun!

How many homes to see

- This will depend on the neighborhood, real estate market, and your specific requirements.
- Focus on suitable properties. Your Restaino & Associates Agent can help by eliminating homes that do not meet your criteria and tracking down those that do.



WRITING THE OFFER TO PURCHASE

Once you have found a house that you want to call home, you will meet with your Realtor to draft an Offer to Purchase. You will discuss and decide issues such as how much to offer, what items to ask for in your offer (stove refrigerator, etc.), how long you will need to complete an inspection of the home and obtain financing, and what date would be best for your closing. This process can take between 1 and 2 hours depending on the complexity of the offer and the type and number of contingencies you need to include. Your Restaino agent will help guide you through this process and complete the necessary paperwork.

CLOSING CHECKLIST

The following is a list of things that will need to be done just prior to closing day:

- Transfer water/sewer to your name
- Transfer gas to your name
- Transfer electricity to your name
- Transfer telephone to your name
- Call cable company for hook up
- Inform your attorney of the closing date, if you have not already done so
- Notify postal service of new address
- Inform friends/relatives of new address

TIPS FOR A SMOOTH CLOSING

Here's a quick checklist to make sure everything goes smoothly during the transition from "their house" to "your house." Shortly before closing, do a final walk-through of the house.

What to Bring

- A cashiers or bank check for the amount specified in your preliminary Closing Statement, made payable to the Title Company or yourself.
- Your new homeowner's insurance binder, with proof of one year's payment.
- Your drivers license or other photo ID.

What to Expect

A typical closing lasts approximately 1 hour. It usually takes place at a title company. You'll sign numerous documents, all of which will be explained to you along the way. You'll finalize your mortgage, exchange funds and the deed, and get the keys to your new home! Congratulations!!!

STEPS IN THE BUYING/SELLING PROCESS

