

What does a Buyer's Agent do for you?

Answer all your questions and help you compare your options:

- **How much can I afford?**

Your "Beach" Realtor will help you get pre-qualified by a competent local lender so you know ahead of time which price range to consider. This also puts you in a stronger position when you submit your Offer to Purchase, as the Seller knows from the start that loan approval is not a worry.

- **How do I choose the property that is best for me and my family?**

Your "Beach" Realtor will listen to your needs and concerns, and arrange for you to see all properties which may be a good match. By working with one Realtor, regardless of the listing company, you will have the freedom to openly compare and evaluate each property. In comparison, if you had a different Realtor show you each property, you would find yourself in a tug of war with each Realtor trying to convince you why their listing was the best for your and your family.

- **Which home has the best rental history?**

If you are looking for a vacation rental home, income is a key consideration. Your "Beach" Realtor will obtain for you accurate rental history and projections, make suggestions as to how you may be able to increase the rental income. It is very important to have accurate and complete income and expense information.

- **How can I negotiate the best possible price and terms?**

Your "Beach" Realtor's knowledge of the local market is a key factor in negotiation. Your negotiating approach will depend on such factors as the condition of the home, whether it is priced too high for the market or whether it is the "deal of the century." In the first instance, you would want to negotiate firmly for a lower sales price. In the second, the best advice may be to offer "full price" so you don't lose out on the opportunity. While each situation is different, your "Beach" Realtor is always on your side!

- **What repairs are the Seller's responsibility?**

A detailed home inspection will include a list of items needing immediate attention as well as suggestions for future maintenance. The Seller is obligated by the Offer to Purchase and Contract to repair or replace items in the former category only. Your "Beach" Realtor will help you evaluate the home inspection, decide which items are the Seller's responsibility, negotiate the details of who should do the work and how much it should cost, and then make sure the work is completed by closing or arrange for the funds to be escrowed.

- **Which insurance plan is best suited to my chosen property?**

Insuring coastal property is often complex. Working with the attorney and the lender, your "Beach" Realtor will make sure that you have the appropriate coverage in place before closing.

Give you informed advice

Finding the right Realtor is the first step in finding the right property. As the purchase of real estate becomes increasingly complex, you should insist on accurate facts and informed advice. All the "Beach" Realtors are full-time professionals with up-to-date training and thorough knowledge of market trends.

Help you get the best possible price and terms

Beach Realty agents offer you the security of Buyer Representation at no additional cost to you. This means your agent works for you and your best interests, doing everything necessary to find the right property for you at the best possible price and terms.

Courtesy of Beach Realty & Construction