



Buyer's Agency



Representing Your Best Interest



Many people who have never purchased real estate or who have not done so in a long while are not aware of the definition of a “buyer’s agent” and the benefits of working with an exclusive representative. Here is some introductory information we have put together to help you understand this State of Wisconsin defined real estate agency relationship.

Without a Buyer’s Agency agreement, the realtors you interface with are working for the property sellers. There is no contract between you and the agent. Although they can provide you with some assistance in making a purchase, the seller is their client and they are obligated to represent the seller’s best interest.

If you work with us as your Buyer’s Agent, you are our client and we now can represent your best interest in a purchase transaction. Sellers listing their properties on the MLS agree to pay the brokerage costs to complete a sale.

Buyer’s Agency Offers Both Convenience and Confidence -

Without your own agent you must contact each listing broker to ask questions and arrange showings. When you have a buyer’s agency agreement with us, you make one call for information on any property and to schedule all the showings you want.

With your own buyer’s agent it’s easy and you know that you are working with someone who represents your best interest not the seller’s.

*At **REALTY DYNAMICS** our goal is to provide you with the information, education and resources to enable you to make the right decision with confidence.*

You’ll never get pressure – only information!

We work exclusively with buyer clients.
We also require all our buyer clients to be pre-approved for mortgage financing.

The Wisconsin Realtors Association (WRA) provides the following brief list to help understand the services a Buyer's Agent can provide to you. As your agent we can:

- **Give a negative opinion or critique of a seller's property beyond disclosing defects.**
- **Recommend or suggest an offering price or give you an opinion about whether a particular property is priced too high or too low.**
- **Structure the offer and draft provisions with your best interests in mind.**
- **Recommend and assist you with negotiation strategies for the best price and terms.**
- **Disclose all information and research a property's history and liens so you can make an informed decision.**
- **Give you advice within the scope of our expertise as licensed real estate professionals.**

**There are other advantages too!
As your agent we will –**

- **Research public records of any property if historical information may be of value to you in a purchase decision.**
- **Order an advance title search if there is any question about possible title issues such as liens or other encumbrances.**
- **Provide a CMA (comparable market analysis) of a property if you are considering writing an offer.**
- **Preview properties for you if you are away or are short on time and need more information.**
- **Schedule multiple property showings or "tour days" for you – especially valuable when relocating to this area and you are not always here.**
- **Provide in-depth "what-if" scenarios to help you understand the financial dynamics of an income property and work with you to determine a viable offer price.**
- **Provide ideas about repair and improvement options and cost scenarios for prospective rehab properties.**



What's unusual about a Buyer's Agency contract is that although you are enlisting our services to represent you, under almost all circumstances, you do not pay for that service.

You make no commitment to purchase a property; only to let us work for you as your exclusive and expert representative!



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