

What Your Buyer's Agent Can Do For You

Buying a home is more complex than many people realize. That's why it's essential to find a trusted professional—an Accredited Buyer's Representative (ABR®)—to help you manage the process.



ASSIST IN FINDING THE RIGHT PROPERTY

- Clarify your property needs and wants.
- Find appropriate available properties.
- Set up an alert system notifying you of new listings that fit your requirements.
- Provide access to any MLS-listed properties you want to view.
- Network with other agents for properties not yet in the MLS.
- Aid in narrowing your search until you have identified your top choices.
- Assist in evaluating the pros and cons of each property in terms of suitability, affordability, known material defects, and resale value.

HELP ARRANGE FINANCING

- Assist in locating mortgage loan sources.
- Discuss the differences between being pre-qualified and pre-approved for a mortgage.
- Support you in the home finance process.

GUIDE YOU THROUGH MAKING AN OFFER AND REPRESENT YOU IN NEGOTIATIONS

- Assist you in getting the best property at the best price with the least amount of inconvenience based on current market conditions.
- Prepare a comparative market analysis (CMA) that evaluates what comparable properties are selling for so you can decide on an offering price.
- Obtain and explain all required seller disclosure forms and ensure all appropriate forms are complete.

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- Educate you on the terms of the purchase contract and explain common contract contingencies.
- Help create a negotiating strategy.
- Write and present your offer; facilitate negotiations on any counteroffers until the contract terms are agreed upon.

GET YOU TO CLOSING AND MORE

- Recommend inspectors, lenders, attorneys, and other professionals as necessary.
- Request and negotiate any seller repairs and help ensure you meet all contract deadlines.
- Advocate for you during the closing process, including coordinating communications between all parties and closing professionals.
- Walk through the property with you prior to closing, ensuring it is in the same condition as when you entered the contract.
- Remain a lifelong trusted advisor regarding real estate questions, needs, or concerns.



LAUREL BRANDI
REAL ESTATE

(575) 640-6511
laurel@VistaTeamNM.com
www.newmexico.properties