

What to Expect When Meeting a Buyer's Agent First Time

Also known as a buyer counseling session, this meeting is essential for laying the groundwork for a successful home purchase.

Each agent handles it differently, but here are four of the most common topics you can expect to discuss:

1. What do you want and need in a home?

Agents need a clear understanding of your “ideal home” to help you find it. Typically, this involves setting priorities among various wants and needs.

Of course, your priorities may change once you start seeing properties. However, your first meeting establishes your initial search parameters to get the ball rolling.

2. Are you ready to buy?

Most buyers finance their home purchases. Selecting a lender and securing a mortgage takes time!

That's why many agents want to ensure you've started the process and are pre-qualified, at a minimum, before beginning your search.

3. How will your buyer's rep assist you?

Most people encounter complications and uncertainties when buying a home. You may have yet to gain experience with the buying process, or your last purchase may have been years ago.

Your agent will want to explain their services and tell you about their experience helping other buyers. They may also discuss expectations—both yours and theirs.

These conversations are essential for helping you feel like partners in your home search and to avoid potential misunderstandings.

4. Do you want to work together?

By the end of your initial meeting, you may feel ready to embark on your homebuying journey. If so, your agent will ask you to complete some paperwork, including a buyer representation agreement. All buyers must sign a written agreement before touring a home in-person or virtually.

This legal agreement formalizes your working relationship, outlining the services you're entitled to and your agent's compensation details. Before signing this agreement, you should ensure it reflects the terms you have negotiated with your agent and that you understand exactly what services and value will be provided, and for how much.



Let's begin the house-hunting journey! Give me a call.



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