Buying a Home With List n Show™

Buyer Overview

WHAT TO EXPECT FROM YOUR AGENT

Buying a home involves more than simply finding the right property. Your List n Show™ agent will help you understand the buying process, prepare you to begin your home search, explain the documents involved, and guide you from your initial consultation through an accepted offer and closing.

This is intended as a brief overview rather than a complete guide to purchasing a home.

INFORMATION YOUR AGENT WILL PROVIDE

Early in your relationship, your agent will provide several important notices and advisories for your review. These are generally informational documents and do not require your signature.

They include:

- Inspections & Investigations Advisory
- Real Estate Disclosure Notice
- Connecticut Buyer Agency Policy
- Broker Commission Advisory

Your agent will discuss this information with you during your buyer consultation and answer any questions you may have.

DOCUMENTS YOU WILL BE ASKED TO SIGN

Before beginning or continuing the home-buying process, your agent will discuss the documents necessary to establish your working relationship.

These may include:

- Buyer Representation Agreement
- Foundation Advisory for Buyers
- Dual Agency Consent Agreement, if and when applicable

Your agent will explain each document before asking you to sign it.

BUYER REPRESENTATION & COMPENSATION

Your Buyer Representation Agreement establishes the relationship between you and your List n Show™ agent and explains the services your agent will provide and how your brokerage is compensated.

Your agent will discuss compensation with you before you begin touring properties.

When an offer is prepared, your offer may request that the seller contribute toward your buyer-agent compensation as a seller concession. Whether the seller agrees to provide some or all of the requested amount is negotiable. Ultimately, you remain responsible for the compensation agreed to in your Buyer Representation Agreement.

The Broker Commission Advisory provides additional information about real estate brokerage compensation and should be discussed with your agent.

GETTING PRE-QUALIFIED

Before beginning your property search, you should generally be pre-qualified or, preferably, pre-approved for financing.

A lender's pre-qualification or pre-approval helps you and your agent understand the appropriate price range for your home search and demonstrates to a seller that you have taken steps to obtain financing.

If you already have a lender, please provide your agent with a current pre-qualification or pre-approval letter.

If you do not have a lender, your agent can provide you with lender recommendations. The choice of lender is always yours.

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LOOKING AT PROPERTIES

Once your financing and buyer representation are in place, your agent can help you identify and tour properties that meet your needs.

As you consider individual properties, your agent will help you evaluate relevant property information and disclosures and will discuss inspections, investigations, and other due-diligence considerations.

MAKING AN OFFER

When you find a property you would like to purchase, your agent will help you prepare and submit an offer.

Your agent will discuss important offer terms with you, including:

- Purchase price
- Deposits
- Financing
- Inspection considerations
- Requested seller concessions
- Buyer-agent compensation, when applicable
- Proposed closing date
- Other terms or contingencies appropriate to your offer

Your agent will also communicate and negotiate with the seller or seller's agent on your behalf.

DUAL AGENCY

A situation may arise where a property you are interested in purchasing is also listed by your List n Show™ agent.

If you want to make an offer on that property, your agent will explain the potential dual-agency relationship. Written consent from both buyer and seller is required before the agent can represent both parties.

Your agent will discuss this possibility during your buyer consultation. If the situation actually occurs, the appropriate consent will be obtained before proceeding.

OUR ROLE

Throughout your home search and purchase, your List n Show™ agent will help you understand the process, locate and tour properties, prepare offers, communicate with other parties, assist with negotiations, keep you informed of important transaction requirements, and guide you toward closing.

Our goal is to make sure you understand what is happening, what is needed from you, and what comes next.

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