

YOU HAVE CALLED TEAM HILBERT ON A PROPERTY YOU FOUND ONLINE...

With the new twists to real estate as set out by NAR (National Association of Realtors) you as a buyer calling about a property without representation now has become more difficult to view a property. Your journey to find the ideal home starts with a key consideration: you won't have the assistance of a buyer's agent. This means you'll need to build individual relationships with each listing agent for every property you're interested in viewing. Although this approach gives you more freedom, it requires additional effort to establish trust and rapport with each agent each time you want to see a home.

- One of the main challenges unrepresented buyers face is dealing with the strict safety protocols imposed by listing agents. Unlike buyers who have representation, you may encounter extra verification steps before you can visit a potential dream home. Be prepared to provide your preapproval letter, proof of financing, and various forms of identification if requested including photos of your driver's license and the licenses of anyone accompanying you.
- Additionally, the timing of your home viewings may be greatly influenced by the availability of a listing agent's schedule to show a property. If a seller is requesting pre-qualification letters prior to viewing a property this may pose a challenge and weekend showings can be particularly challenging since key parties may not be available... this could delay or complicate the process. Keep in mind that viewing a home is not like looking at a car on a dealership lot; the protocols are different. Listing agents must prioritize safety and security, often requiring thorough vetting to maintain the integrity of the showing process.
- Remember that the listing agent is concerned about their own safety, as well as the security of the property and the seller's belongings. Be patient, understanding, and flexible with the listing agent's requirements, and acknowledge that advanced planning and time are essential to arrange your showing request.

Additionally, you WILL be asked to sign a document before entering the home... as mandated by National Association of Realtors. This document will state that the listing agent represents only the seller and not you as an unrepresented buyer. It may also indicate that you are waiving any future agent compensation that could have been payable to an agent, known as procuring cause. By signing, you acknowledge that you are now registered as an unrepresented buyer with the listing agent and understand that buyer agent compensation will not be available if you decide to work with an agent later on.

- After the initial viewing stage, unrepresented buyers should prepare for a range of complexities when making an offer. Unlike buyers with agents, who receive guidance and support in preparing purchase agreements, unrepresented buyers must handle this critical legal document on their own. The listing agent's role is to facilitate the transaction, not to provide guidance in the absence of representation. This underscores the importance of being well-prepared and fully understanding the legal obligations involved.

Navigating the property market as an unrepresented buyer presents numerous logistical challenges.

- Without the benefit of an agent or the security clearances typically afforded to represented buyers, accessing properties can become a cumbersome task. This adds an extra layer of complexity to an already intricate process.
- For those choosing to embark on this journey alone, it's essential to be fully aware of the obstacles ahead. From building trust with listing agents to managing safety protocols and understanding legal intricacies, the path to homeownership can be particularly daunting without professional guidance.
- As an unrepresented buyer, equipping yourself with the necessary knowledge and preparation is crucial for effectively overcoming these challenges.

Your BEST defense is to work with a professional real estate agent that knows the market and the process inside and out... allowing you to concentrate on finding the perfect home!!

UNDERSTANDING CLIENT AGENCY WITH A REAL ESTATE AGENT...

SINGLE AGENT... Broker or agent represents the interests of one party in buying or selling only. This can be a buyer's broker/buyers agent or selling broker / brokers agent. This agent can either be a seller's agent or a buyers agent.

Example... When a Keller Williams Agent represents one party and a different brokerage represents the other.

DUAL AGENT... An agent who is acting as a buyer's agent and a seller's agent in the same transaction (or a tenant's agent and a landlord's agent).

DUAL AGENCY WITH DESIGNATED SALES AGENT... This means a licensed real estate salesperson or associate broker, working under the supervision of a real estate broker, who has been assigned to represent a client when a different client is also represented by such real estate broker in the same transaction.

Example... When one Keller Williams agent represents either the buyer or seller, and another Keller Williams agent represents the other party.

UNREPRESENTED BUYER... An agent who acts in cooperation with a listing agent, acting as a seller's subagent or acts as a broker's agent to find or obtain a buyer for residential real property. A subagent owes the same fiduciary duties to the agent's client as that agent does. Subagency usually arises when a sales associate, who is not the buyer's agent, shows property to a buyer. The subagent works with the buyer to show the property but owes fiduciary duties to the listing broker and the seller. Although a subagent cannot assist the buyer in any way that would be detrimental to the seller, a buyer customer can expect to be treated honestly by the subagent.

Example... Buyer calling about a home, says they are not working with any other agent and they would like to view the home.

There will also be other forms that you will need to sign before you have entrance to view a home – those can be further explained and discussed with a Team Hilbert agent.

Team Hilbert welcomes you to a customized journey toward finding your dream home, where every step is guided by expert knowledge and a strong commitment to your satisfaction. As your *dedicated buyer's agent*, we are...

- your reliable ally in the complex world of real estate.
- have a deep understanding of market trends and a sharp focus on your preferences
- simplify the search process by presenting you with carefully selected options that perfectly match your vision.
- navigate the maze of listings with precision, saving you time and ensuring that no potential gem is overlooked.

Beyond simply finding you a home...We

- Are your trusted partner in negotiations and due diligence, making sure your interests are at the forefront throughout the process.
- Carefully review contracts and every detail to safeguard your investment.
- Leverage our industry connections and in-depth market knowledge to ensure a seamless homebuying experience, empowering you to make informed decisions with confidence.