



What Buyer's Need to Know

LoKation Real Estate is the cornerstone to your home-buying success. Our Realtors are here to provide you with the latest industry updates that you need to know when purchasing a home. Here are the latest updates!

Buyer's Guide

As of August 17, 2024, The National Association of Realtors is requiring Realtor's to have a Buyer sign a Buyer Representation Agreement before touring homes! These agreements now require Buyer's and their Realtor's to negotiate terms of their working agreement, as well as, negotiate compensation upfront before touring homes!

BROKER COMMISSIONS ARE NOT SET BY LAW AND ARE FULLY NEGOTIABLE.

Any Compensation offered by the Seller will automatically reduce your compensation obligations to your Realtor of choice.

Myths



Seller's can no longer pay for my Realtor's commission

This is False. There are many ways to negotiate with a Seller

- 1) Seller provides a Concession at Closing
- 2) Seller pays compensation Talk to your Realtor about the best terms to suit your specific needs.



My upfront costs are going to be higher

This is False. As your Realtor, my job is to negotiate all terms of the contract, including compensation to be paid by the Seller.



I am going to be locked into an agreement

The 3 types of agreements that all have a negotiated timeframe that you and your Realtor will agree to.

My Services

Buyer's Presentation

- Buyer's wants, needs and desires
- Financing
- Buyer timeline and Expectations
- Buyer Representation Agreement

Touring Homes

- Scheduling Homes and requesting compensation offerings from Sellers
- Viewing Homes that suit your needs

Negotiations

- Writing up strategic offers
- Buyer Net Sheets
- Negotiating Price, Terms, Concessions, Compensation and more!

Pre and Post Closing

- Working with Title Company and Lender to bring to a close
- Review closing disclosures before closing
- Schedule Closing at title company or otherwise agreement upon place
- Walk thru with Buyer
- Post Closing Follow Up