

Whiteaker Realty
1001 Main Street - Imperial, Mo. 63052
WhiteakerRealty.com 636-464-3700

Why A Buyers Agent is Important to You?



**Important facts you
should know as you search
for real estate**



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REALTY**

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Information is Power...

- How much money do you make?
- How much cash do you have?
- Are you in a hurry to purchase?
- How good is your credit?
- Why are you moving?
- Any problems in your credit History?

When you get ready to buy real estate, there is a lot of personal information that will be needed to successfully complete the transaction.



Lenders, credit agencies, and your Whiteaker Realty Associate will need to know some of the most intimate details about you and your private information to be able to tailor your purchase to your specific needs.

The more we know about you, the better we can help you find the property that is just right for you and your family.

Knowledge and information are what fuel our ability to focus on properties that fit your purchasing criteria.

Private... Is PRIVATE!

Most people don't want their private information to become public knowledge.

Even if you're one of those rare folks who don't care, we know that there very good reasons why your private information, should remain private!

The reasons are inside....



The Typical Real Estate Transaction



- Offers
- Negotiations...
- Will the seller take less?...
- Are you willing to pay more than your initial offer?
- Would you be willing to change the terms if the seller is willing to lower their price?

- Are you wanting the property so bad you would be willing to pay even more, or accept terms that you really don't like, just to make sure you get the property?

These are all parts of a typical transaction, it goes something like this:

- Your Whiteaker Realty Associate needs to know about you and the type of property you are hoping to locate, and your ability to buy...
- Your Whiteaker Realty Associate will coordinate with one of our Lending specialists to get you pre-approved for the financing that will be necessary to quickly take advantage of any property that becomes available
- Armed with the financial information, and knowledgeable of the property criteria, your Whiteaker Realty Associate will find suitable properties for you to view.
- Once a suitable property has been located, the process of negotiating a specific set of terms that works for you begins. (This is in the form of "writing a contract").
- In some cases, the initial "offer" is less, or contains terms that are different, from those that are initially contained within the Sellers offering (Listing).
- The offer is delivered to the "Sellers Agent" who will then present the offer to the Seller for their review and approval or "counter offer".
- If the "offer" is accepted, you're on your way to owning that property!
- If the "offer" is "countered", you being the process of negotiating with the Seller.



This is where Privacy counts!

If the Seller is made aware of your motivations (for example they are told you would be willing to pay more) you will be at a disadvantage in the negotiation process!

As your EXCLUSIVE Buyers Agent, your Whiteaker Realty Associate will see to it that your motivations are kept **STRICTLY CONFIDENTIAL!** We are going to do everything we can to make sure that you get what you want with terms that fit your needs



Protect yourself - The Buyers Agency Agreement



Prior to gathering information, you will be provided with a copy of the Missouri Broker Disclosure. This document is provided to explain the various ways that exist for you to work with your Whiteaker Realty Associate. Please take the time to review the form and be sure to ask any questions.

Your Whiteaker Realty Associate will have you sign a "Buyers Agency" agreement. By signing this document, you are selecting your Whiteaker Realty Associate as your personal real estate professional.

THIS IS THE BEST WAY POSSIBLE TO PROTECT YOURSELF AND THE ONLY WAY TO GUARANTEE YOUR WHITEAKER REALTY ASSOCIATE IS YOUR PERSONAL REAL ESTATE PROFESSIONAL!

Relax and Leave it to US!



We appreciate your business and look forward to earning your trust by delivering the finest personal service in the real estate business today!

As members of the REALTORS, we have access to virtually all properties that are brought to the market place and can provide a variety of ways to instantly deliver the latest and newest Properties as they become available.

Let us get started right away. Make your Whiteaker Realty Associate your PERSONAL

Buyers Agent for the most professional and reliable service possible!

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