

# BUYING A HOME?

Buying a home may be the largest and most complex financial transaction you ever undertake. If you're ready to buy a home, **wouldn't you prefer to work with the most qualified real estate professional you can find?**

As an Accredited Buyer's Representative, I have gone through additional training, have proven experience representing buyers and that extra edge you have been looking for. **I am your ABR®.**

## What makes an ABR® the right choice for you?

The ABR® designation is only awarded to licensed real estate professionals who complete specialized training that gives them the edge in understanding a buyer's perspective and protecting and promoting their buyer-clients' interests. Before earning the ABR® designation, buyer's reps must also demonstrate proven experience in representing buyers. Further, they are **committed to maintaining their professional edge** by staying current on the latest issues and trends in buyer representation.

In addition to knowing the dynamics of the local market, REALTORS® with the ABR® designation understand the special needs of buyers. They have additional knowledge and experience that takes them a step beyond an agent who only concentrates on listing property for sellers. An ABR® can provide you with valued assistance throughout the transaction and help **you make informed decisions** that will lead to a successful home purchase.

**When you work with an ABR®, you'll be served not sold. Your interests become their interests. They'll make your home buying experience go as smoothly as possible.**

## As an ABR®, I can help you:

- Understand your specific needs and wants, and locate appropriate properties
- Assist you in determining how much you can afford (pre-qualify your mortgage)
- Preview and/or accompany you in viewing properties
- Advise you in formulating your offer
- Help you develop your negotiating strategy
- Provide a list of qualified vendors (inspectors, attorneys, lenders, etc.) for other services you may need
- Keep track of every detail throughout the transaction — to closing and beyond

**Not all buyers' representatives are equal.** Only a buyer's rep who has earned the Accredited Buyer's Representative designation has made the extra effort to raise the bar, with additional training and experience. If you work with an ABR®, you can feel confident that you'll receive the highest level of buyer-representation services.