



Julie James-Griego
REAL ESTATE BROKER

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NM LICENSE 49272



HIRE ME AS YOUR BUYER'S BROKER

BENEFITS OF USING BUYER'S BROKER

As your buyer's broker I will guide you through the home-buying transaction and be at your disposal every step of the way.

Here's how I can help you find the right home. After determining what you are looking for and what price range you are comfortable with I will schedule appointments to tour homes that fit your requirements. I can also explain the ins and outs of various properties and neighborhoods to help you decide which home is best by explaining the pros and cons of various options.

- 1. Negotiate the offer.** As a your Buyer's broker I can advise you on an appropriate price range to offer and present I will it to the listing broker. I will negotiate on your behalf and write up the contracts for you. My experience in negotiating deals can save you money and help you avoid potential pitfalls.
- 2. Recommend other professionals.** I can assist you with a network of contacts for other necessary services such as mortgage brokers, real estate attorneys, home inspectors, movers, and more. This can also help expedite each step of the process and move you to a successful sale all the faster.
- 3. Help overcome setbacks.** If the home inspector's report or appraisal brings new issues to light, I can assist you on how to proceed, and then act as a buffer between you and the sellers or their broker. If negotiations become uncomfortable, it's extremely helpful to have an experienced professional keeping calm and offering productive solutions.

BUYER'S VS. LISTING BROKER: WHAT'S THE DIFFERENCE?

Buyer's brokers are legally bound to help buyers, whereas listing brokers—the broker representing the home listing—have a duty to the home seller. That's why it's in your best interest as a buyer to get an broker who is there to represent you. **You need someone who will diligently fight for your interests and rights.**

I can ease your path to homeownership.

HOW MUCH WILL IT COST TO USE A BUYER'S BROKER?

The cost of my services is worth more than the cost of not using a qualified professional who is looking out for YOUR interests. You will be asked to sign a broker agreement before you can be shown any homes. I require no payment from buyers to show you homes.

I work on a commission basis. My fee is generally 3% of the purchase price of the home. My commission can be paid as part of any offer for a home you are interested in buying. Many sellers will offer to pay a commission to the buyer's broker.



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