

# ATTENTION ALL BUYERS:

## What it means to you to *work with a Realtor*

We value you as a client, and we strive to provide you with excellent service as you search for your new home. To help maintain consistency and proper communication during the search for your new home, please keep the following points in mind:

**OPEN HOUSES.** If you happen to go into an open house, identify yourself up front as a person who is **working with the Nevius Team** as your REALTOR. The agent working at the open house will respect and appreciate you for letting them know this.

**NEW LISTINGS.** While we will be checking daily for new listings, other agents have the ability to add new home listings throughout the day. If you see a house on the street for sale, it is important to call us: we can give you specific information about the home, and we will show you the home if you want to see it, even if it is not listed with a Keller Williams agent.

**FSBOs.** If you see a home For Sale By Owner (FSBO), please understand that we can usually show the house, and *we can help you negotiate the best price and terms* and purchase the home. Call us and we will contact the seller for permission to show you the home. Many FSBO sellers will pay a realtor's commission when asked, and many are relieved to know a qualified REALTOR is involved in their transaction. Most importantly, **YOU** need representation to insure that the contract protects you, defects are brought to your attention and corrected, and the home is priced correctly.

**NEW CONSTRUCTION.** Builders realize the importance of REALTOR referrals and include them in the home price as an administrative cost. If a buyer does not have a REALTOR, the builder simply pockets more profit. Builders will not reduce the price of the home by 3%. Again, it is important for you to have representation and insure that your new home is completed with the fewest hassles in a time frame that best suits you.

Remember, it is to your advantage to work with a REALTOR who will write the contract, represent your best interests, and insure the transaction is completed with the fewest hassles in the time frame that best suits you.

## **THE NEVIUS TEAM**

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