

BUYERS



MY SERVICE AGREEMENT TO YOU.....

- Know the area (lakes) you are interested in
- Only show you properties that fit your needs and wants
- Carefully assess your needs and wants before searching for properties
- Show properties in accordance with Fair Housing Practices
- Conduct all activity ethically and in your best interest
- Keep you informed of any new ordinances that may affect use of any properties of interest
- Communicate regularly and return calls promptly
- Assist in obtaining mortgage pre approval and financing
- Disclose all material facts known about properties of interest
- Provide you automatic emails of all new listings that fit your criteria
- Explain and prepare the Purchase Agreement
- Explain disclosure requirements required by seller
- Prepare a market analysis at time of Contact to show comparable sales
- Provide a list of all homes sold through the MLS in the past 12 months
- Review and explain all closing and acquisition costs
- Present all written offers to the seller and their agent promptly
- Negotiate the Purchase Agreement with the buyers' best interest in mind
- Monitor the transaction all the way through the closing process
- Keep the buyers informed of all progress



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10 WAYS BUYERS BENEFIT BY WORKING WITH AN AGENT

1. The exclusive agent remains objective about properties because he or she will earn a commission no matter which one the buyers purchase. The agent, therefore, doesn't have to sell any particular property, and can concentrate on the buyers' needs, wants, and capabilities.
2. The exclusive agent will feel no pressure to quickly sell a property to the buyers before another agent does. This allows the agent to put the buyers' interest first.
3. The agent will be clearly negotiating in the buyers' best interests during the purchase and in the event a problem should arise.
4. Exclusive agents tend to watch for new listings more closely for buyers who are depending solely on them. It works both ways. Agents naturally gravitate toward business they can count on, and those buyers get better service.
5. Exclusive agents can afford to invest more time in explaining the purchase process more thoroughly to buyers. The agent will have an opportunity to establish a good working relationship with the buyer.
6. Buyers can call their exclusive agents about listings they've seen on the Internet or yard signs they've driven past. One call gets all the information they need without someone trying to just sell them on the listing, or trying to make an appointment to show a property that might not be relevant.
7. The buyer can purchase a for-sale-by-owner property and be represented by their real estate agent.
8. The property search process will usually conclude faster because the exclusive agent has done all the researching based on a thorough understanding of the buyers' needs and wants, and has received candid feedback from the buyer after showing properties. This allows the agent to develop an understanding, and zero in on the best property more effectively.
9. The exclusive agent relationship is more comfortable for the buyers. They don't have to worry about the agent being self-serving or pressuring them. The agent acts as more of a guide than a salesperson.
10. Being represented exclusively is usually cost-effective for the buyers. The seller usually pays the commission if it's a listed property. If not listed, the seller might agree to pay the commission as one of the terms of the sale.



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