

# BUYER AGENCY REPRESENTATION

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## FIDUCIARY REPRESENTATION VS. FUNCTIONARY

Be sure to understand the difference between Fiduciary Representation VS Functionary Representation

- Loyalty
- Confidentiality
- Disclosure
- Obedience
- Reasonable care and diligence
- Accounting

## MENU OF SERVICES

### 1. Consulting to Decision

In-depth and critical consultations are the cornerstone of our approach, ensuring a comprehensive understanding of the buyer's preferences, budget constraints, desired location, and specific property requirements. This foundational step allows us to craft a strategic plan tailored precisely to the buyer's objectives and current market conditions.

### 2. Searching for Properties

The search for properties is a pivotal stage in which the buyer's agent assumes a central role. We conduct targeted searches, meticulously filtering out irrelevant options and presenting only those properties that meet the buyer's criteria for consideration. This streamlined process saves time and ensures that every property viewed has the potential to meet the buyer's needs.

### 3. Finding the House

Finding the ideal home involves a multifaceted evaluation that transcends mere aesthetics. Buyers weigh factors such as neighborhood amenities, school districts, commute convenience, potential for resale, and overall investment viability, ensuring that every aspect aligns with their long-term vision. Our expertise allows us to guide buyers through this multifaceted decision-making process with confidence.

### 4. Negotiating the Contract

Negotiating the contract marks a critical phase where our extensive market knowledge and adept negotiation skills come into play. We delve deep into current market dynamics, analyzing pricing trends, competition, and seller motivations to empower buyers with the insights needed to make informed decisions. Our goal is to secure the most favorable terms for our clients while maintaining a professional and collaborative approach throughout the negotiation process.

### 5. Closing the Sale

The closing transaction encompasses a series of meticulous steps to finalize the purchase and transfer ownership of the property seamlessly. From conducting inspections to coordinating with lenders, attorneys, and title companies, we oversee every aspect of the closing process with diligence and precision. Our commitment to excellence ensures that each transaction is executed smoothly, culminating in a successful and satisfying experience for our clients.



**STACY KLEIN | 602.791.0091**

*Realtor, Certified Luxury Home Marketing Specialist*



*Stacy has been selling luxury real estate for over 19 years and has earned the coveted "Certified Luxury Home Marketing Specialist" and achieved Guild recognition for sales. Today, affiliated with Keller Williams Arizona Realty, she is a top producer and luxury home specialist.*