

Handling Listings and Buyer Rep Agreements

Broker, Aaron Farmer

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Listings



Listings

- Not much has changed for the seller

Listings

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 - Why do we want to offer to pay a buyers agent?
 - Set Expectations
- Most of the changes for us as the broker
- Be ready and open to adapt quickly to future changes. Ideas.
 - Sub Agency
 - Sliding BAC

Buyers

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Buyers

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 - Alternative Ideas –
 - Be easy
 - Make agreement that can be canceled anytime
 - Limit it to just that one property
 - Use TAR 2406
 - Sub-agency



Buyers Agents. What's Your Value Proposition?

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- Things Buyers Agents Can Do for their clients
 - Local Market Knowledge
 - Help Search for homes on and off market
 - Transaction Process Expertise
 - Offer Preparation
 - Negotiations
 - Advocacy
 - Access to other professionals and contractors
 - Guidance. Therapy. Voice of Reason.
 - Give more than you take

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