

# **The Bingham Team**

## **A Higher Standard - Better Service**

### **Agent's Role**

(Locating and Negotiating for the Home)

- Explain the purchase process
- Explain "Agency" and representation
- Locate properties potentially meeting client's requirements
- Contact Listing Agents & schedule showing appointments
- Review showing impressions with buyers and refine home search
- Guide Buyer in preparation of offer
- Present offer to the Listing Agent (or seller, if appropriate)
- Receive & interpret seller response (acceptance, rejection, or counter offer)with Buyer
- Guide Buyer in response options (acceptance, rejection, or counter offer)
- After offer acceptance, provide Buyer with choices for Title Company and other service providers
- Open escrow with Buyer's preferred Title Company.

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