

Homebuying can be a complicated process – which is why you have a whole team here at Landed supporting you! Your Landed partner agent is alongside you throughout this entire journey, and it’s important you feel comfortable working with this person. Learn more below about what it means to find a good fit and work with an agent.



Important tips:

- ✔ A friend or family member may not be the right agent to help you through this long and difficult process.
- ✔ Be cautious of agents you meet at open houses, as they may also be representing the seller. The seller’s agent earns a commission that gets split with a buyer’s agent. An agent representing both a buyer and a seller may not have the best interest of both parties at heart.
- ✔ A seller’s agent usually splits their commission with a buyer’s agent. Meaning, as a buyer, you should not be paying your agent unless you have signed an agreement stating otherwise.

What does an agent do for you as a buyer?

- ✔ Understands who you are and what's important to you in a home.
- ✔ Supports you in understanding the market and neighborhoods you are interested in.
 - This includes collecting data on market comparables (“comps” – knowing what has been sold in the past and at what price point) to help you determine the best offer price.
- ✔ Visits prospective properties that meet your needs with you.
- ✔ Supports you in your understanding of the homebuying process.
- ✔ Submits offers and eventually negotiates a sale.



Questions to ask to determine good fit:

- 1 How well do you know the neighborhoods I’m hoping to buy in?
- 2 What are your tips and tricks for winning offers in competitive markets?
- 3 What is your philosophy on supporting potential homebuyers?
- 4 What is the process of getting an offer accepted?
- 5 Once an offer is accepted, what should we expect during the closing process?
- 6 Are you also representing the seller?

What does an agent do for you as a seller?

- ✔ Supports you in making your property attractive to potential buyers.
- ✔ Understands the value of your property.
- ✔ Supports you in understanding the market - they are not promising to sell your home for a price higher than comps, and they shouldn't undersell your home either.
- ✔ Presents you all offers.
- ✔ Negotiates the sale.
- ✔ Opens escrow (for the closing process).



Questions to ask to determine a good fit:

- 1 How well do you know the neighborhood I'm selling in?
- 2 How have you supported sellers in the past?
- 3 How do I know the offer I'm accepting is the best offer?
- 4 What's your standard process for attracting potential buyers?
- 5 What was the price range of homes you have helped clients sell in the past few months?
- 6 What is your commission?

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