



Which level of service do you want?

When it's time to buy a home, you have choices—not only in the type of property you want to purchase, but also in the real estate professional you select to assist with your transaction.

Your relationship with an agent can take many forms and it's important to understand the differences in the services you will receive.

Each state sets its own rules regarding how a customer or client relationship is established and each agent has some latitude in defining what services are (or are not) included. **Generally speaking, however, you'll want to consider the following levels of services:**



Buyer as Customer	Buyer as Client	Buyer as Client of an ABR®
Your agent will provide basic ministerial acts such as identifying properties for sale, completing real estate contracts (at your discretion) and locating lenders, inspectors and closing attorneys.	Your agent provides all ministerial acts and accepts fiduciary responsibilities , meaning they must look out for your best interests and pay full attention to your needs.	Your agent has received specialized real estate training for working with buyers in fiduciary relationships and already has proven experience.
Your agent is not required to keep any of your information confidential and will not provide professional advice.	Your agent will keep all your information confidential , provide professional advice and negotiate on your behalf.	Your agent's ABR® designation means they can deliver the "gold standard" in buyer-client services.
Works for seller.	Works for you.	Works for you.

Ask your Accredited Buyer's Representative (ABR®) to discuss these differences in greater detail and answer any questions you have before you decide how you'd like to proceed in your home search. You'll be glad you did!

The Accredited Buyer's Representative (ABR®) designation is awarded by the Real Estate Buyer's Agent Council (REBAC), a subsidiary of the National Association of REALTORS® (NAR).

To learn more about REBAC and access various home buyer resources, please visit REBAC.net.

