



Paolo's Responsibilities as a Buyer Representative

- Obtain qualifying information from the Buyers to assist them in finding the right property.
- Research the market to find available properties that may be suitable.
- Preview selected properties to be able to properly inform the Buyers. (Saves you time!)
- Advise the Buyers on matters that may be of interest to them and may protect their interests (e.g. neighbourhood influences, aluminum wiring, etc).
- Determine what assistance they may require with respect to financing and provide assistance as required.
- Review with Buyers the possible need for obtaining the assistance of experts and professionals (e.g. home inspectors, lawyers, etc).
- Assist Buyers in evaluating the market to help determine a negotiating position and provide them with any facts that may influence their decision.
- Draft the offer in accordance with the instruction of the Buyer and include any terms necessary to protect their interests.
- Follow the instructions of the Buyer and protect their interests in negotiating the agreement (within the bounds of the law and the REBBA Code of Ethics).
- Maintain the confidentiality of information given to me by the Buyers, unless otherwise instructed.
- Provide any further assistance to the Buyers in the completion of the transaction that may be appropriate.
- Use my knowledge and skill to protect the interests of the Buyers as Clients.
- Provide any further services on behalf of Client Buyers that are appropriate.
- Deal fairly and honestly with third parties to the transaction.

Paolo Sells Homes!

10 Reasons to Hire Paolo as your Realtor

Personal Service: Choose a realtor who will give you personal service from the beginning to the end of the buying or selling process! Your home is your most prized possession, do not let it get lost in a "Sea of Listings".

Hungry: Consumers tend to prefer the expertise that comes with years of experience, but more importantly find out later they want a realtor who has not yet achieved the level of success sometimes associated with complacency and lack of personal service.

Strong Negotiator: Make sure you choose a realtor who has plenty of experience in the selling process. Most consumers choose a Realtor because they feel they lack the experience, because it is an emotional time for them and they need a third party interest to care for their needs.

Market Knowledge: Beyond structure, consumers want someone with knowledge and insights of neighbourhoods and surrounding areas. Consumers tend to choose a Realtor who knows about the town or city they are interested in. To learn all about the *City of Burlington* visit www.doorbell.ca today.

Pricing: Consumers want to know that what they are buying or selling is priced properly. A Realtor who has good market knowledge and is diligent in his/her work will be able to correctly offer the proper price. Remember when listing your home, you don't necessarily want to give your listing to the representative that is offering to list it for the highest price.

Good Listener: Consumers feel this is the most frequently missed attribute in the process of buying or selling a home. You want someone who will listen to all your needs and wants.

Helpful: The distinction between helpful and intrusive is a fine line! Helpful provides insight when needed. Intrusive provides endless insights and smothers the consumer with unnecessary information.

Hardworking: Choose someone who will work hard to promote a property for sale and pour over listings to find you your perfect home. Choose a Realtor who is passionate in his work and wants you to be satisfied with the home buying or selling process when complete. I am a full time agent.

Patience: Selling a home can be a very emotional experience and buying a home can be very stressful. You need a Realtor that is patient and flexible through the ever changing needs in the selling or buying process.

Net worked: Make sure you choose a Realtor who is connected throughout the real estate world. A good Realtor has connections in a range of related fields. Visit www.doorbell.ca for my personal business contacts.