

***Buyer Representation in Real Estate***

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ANSWER KEY

Chapter 1: Foundations of Buyer Agency

- 1-b. Informed consent of both parties.
- 2-c. Buyer who wants to remain anonymous

Chapter 2: Presenting Buyer Agency

- 1-c. Buyer
- 2-d. Percentage of selling price.

Chapter 3: Implementing Buyer Agency

- 1-d. Help them determine whether the property meets their needs and wants.
- 2-c. Obtain best deal for the Touchstones by initiating adversarial negotiations.

Chapter 4: Exercising Due Diligence as a Buyer's Agent

- 1-c. Provide legal information about potential liabilities of offer to purchase.
- 2-c. After a period of time determined by office policy or state statute.

Chapter 5: Incorporating Buyer Agency into Existing Real Estate Practice

- 1-a. Personal promotion
- 2-d. Increase the perceived value of the services the buyer will receive.

Chapter 6: Technology for Buyer Agents

- 1-c. Meeting clients' needs.
- 2-d. Client databases.