

Your Real Estate Expert

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BUYERS ARE GOING TO HAVE TO PAY AGENTS TENS OF THOUSANDS OF DOLLARS TO BUY A HOME AS A RESULT OF THE NATIONAL ASSOCIATION OF REALTORS SETTLEMENT!

NO! THAT'S HOW IT HAS WORKED IN THE PAST and those tens of thousands were added to the price. THE EXACT OPPOSITE SHOULD BE TRUE. It has not been obvious to buyers that THEY were actually paying the commission. The Seller only cared about "the net". Now, with more transparency required, it should become **much less expensive**. Look, the Department of Justice is still not happy with the "sharing of commissions" and wants a complete "decoupling". Meaning, the DOJ wants the seller to pay their agent and the buyer to pay theirs. And we agree this is the best way. There is no reason for savvy consumers to overpay for help in buying a home. Before you hire an agent, shop! What is the experience level of the agent? What is the anticipated amount of time that will be needed? You really don't need an agent to be your tour guide. How much is the Seller willing to pay toward your agent's commission? And, if you agree to the shared commission model, not all of it has to be paid to the agent, some could go to your costs. If you want to offer to pay a commission, the amount should reflect the amount of work anticipated. We are not a fan of this model because it can taint the advice that you get from the agent who only gets paid if the sale closes. Unbiased advice is best. There's a process that is the virtually the same regardless of the price. First, if you will need a mortgage, call us and we can pre-approve you (an agent is never needed in this step). Second, look online at any number of websites that have listings (Homes.com is one) and find homes that you want to see (we can provide that service as well). Call the agent who represents the seller and make an appointment to see the house, the seller is paying them to do that. Once you find a home, call us and we will work with you on an hourly basis. You'll need to decide on a price to offer; draft a contract; do your inspections and go to closing. This isn't rocket science. Furthermore, if you think the hourly cost will be an issue, your offer can request the seller to pay the costs and it is highly unlikely that this would ever be more than a percentage commission which would be added to the price. Visit our site for a more detailed checklist on the buying process.



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REAL ESTATE &
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