



The Murray Group At Long Realty

www.GoTucsonRealEstate.com



Barbara Murray 520-400-0505

Info@ABMurray.com

Jack Murray 520-404-5533

To Facilitate Your Search For A New Home, We Will Provide You. . .

- All the information available to help you find the right home, whether new construction, custom homes, resale, or “For Sale By Owner”
- A Buyer Needs’ Survey to help us select and preview those homes which may best meet your needs
- Accurate information to help you determine a realistic price to offer on the home(s) of your choice; also
 - Market values of homes sold in the area
 - Property taxes and Homeowners’ Association costs
 - Utility costs, if available
 - Deed restrictions
 - Zoning
 - Location of schools, availability of public transportation and recreational facilities
 - Copies of Covenants, Conditions and Restrictions
 - Public Reports (on new subdivisions)
- Financing information and pre-approval services, if desired
- Information about Home Warranty Programs
- Arrangements for property inspections and names of reputable property inspection companies, if desired
- A familiarization of the purchase process
 - Reviewing all necessary documents with you
 - Cost estimates of the transaction
 - Sample forms and contracts for your review prior to any purchase
- Up-dated information and communication throughout the purchase process
- Copy of Builder/Broker Code. Builders in Southern Arizona welcome us as buyer agents at no cost to you. In most all cases your price is the same whether you have a buyer agent or work directly with the builder’s agent. We must personally register you, however, on your first visit to a new home subdivision.
- Our time, energy and resourcefulness, advertising if need be, to find the right property for you and to monitor the escrow process to ensure a successful closing celebration.

*Compliments of The Murray Group, Barbara Murray and Jack Murray, Long Realty, 520-404-5533
We’ve built a referral business by pleasing one client at a time. . .*

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WE REPRESENT YOU, THE BUYER

Historically, agents represented the seller in most transactions, although buyers assumed the agent was working for them. We are committed to making your buying experience as pleasurable and hassle-free as possible. We will alert you to the many obstacles that can interfere during the process.

As your buyer representative, we have the fiduciary responsibility to:

- Represent your best interests at all times
- Disclose to you any known information which may materially affect the property
- Diligently work to obtain for you the best possible price and terms, as your negotiator
- Personally present your offer to the seller, when possible
- Not disclose any information to the seller or seller's agent, that would weaken your negotiating position, such as:
 - Your financial position
 - Your urgency to buy
 - Your willingness to improve your price or terms
 - Your intention to re-sell at a profit
- Provide you any information, known to us, that could enhance your bargaining position, such as:
 - Sellers' urgency to sell
 - Sellers' willingness to take less
 - Determining if the property is overpriced
 - Other comparable homes with better prices
- Negotiate for you the best price on new construction (also custom builders)

THERE IS OCCASION WHERE WE MAY REPRESENT BOTH YOU AND THE SELLER IN A REAL ESTATE TRANSACTION, WHEN WE SELL OUR OWN OR ANOTHER LONG REALTY LISTING

In that case, we will represent you as above, except, as "dual agents:"

- We will retain the fiduciary confidences of both you and the seller.
- We will not divulge either party's financial confidences: what the Seller is willing to accept (if known), or what you, the Buyer, is willing to pay, without explicit written permission.
- We will continue to provide you all the market statistics available, so that you can make an educated offer, and disclose anything known that could materially affect the sale.

We take very seriously our obligation to deal fairly with all parties, as defined by Arizona State Law, the Arizona Department of Real Estate Rules & Regulations, and the National Association of Realtors' Code of Ethics.