



# HOUSE-HUNTING HINTS

## Homebuyers Have A Friend In The Business

(NAPSA)—Anyone who's been dreaming about a new home will be glad to know there are ways to turn those dreams into reality.

One way to start is by seeking the advice and counsel of a professional who is trained to help homebuyers find and get the home they want.

Many homebuyers don't realize they have the right to secure the services of a real estate professional who has the buyer's best interests in mind.

More than 28,000 real estate practitioners have completed specialized training in the field of buyer representation. These professionals have been awarded the designation of ABR—Accredited Buyer Representative—by the Real Estate Buyer's Council.

The first thing an ABR will do when meeting a new client is explain the services a client has to choose from and gauge how much work a client is willing to do. For example, the ABR will ask if a client expects to participate in the search for a new property or if the client expects the representative to refrain from representing other clients.

The representative will also want to discuss issues such as location and the characteristics that a client may be looking for in a neighborhood—such as schools, taxes, public transportation, parks, libraries, traffic patterns and shopping.



**An Accredited Buyer Representative is a real estate professional who is trained to help homebuyers get the home they want.**

The ABR will also want to know how long the client expects to live in the house, whether the family will be growing or contracting during that time and how soon the client needs to find a home.

Finances will also be an important part of the initial conversation. The ABR will need to know what price brackets to explore and what mortgage placements might be most advantageous.

As a result of these conversations, the representative will be able to focus on homes that fit a client's profile and lifestyle.

This kind of consultation is considered the hallmark of an Accredited Buyer Representative—a real estate professional trained to help buyers get the home they want.

To learn more about the role of an Accredited Buyer's Representative, the Real Estate Buyer's Agent Council and the National Association of Realtors, visit the Web site at [www.rebac.net](http://www.rebac.net) or call toll free, 1-800-648-6224.