

Who's Involved in the Purchase of Your Home?

When it comes to negotiating the purchase of a home, these are the parties involved that will have an influence on the agreed upon prices and conditions:

- **You, the Buyer** – are looking to find a home that fits your needs and make a sound investment
- **The Buyer's Agent** – the real estate agent charged with negotiating on your behalf and looking out for your best interests
- **The Buyer's Attorney** – protects your legal interests
- **The Seller** – looking to sell their home and get the highest price and best return on their investment.
- **The Seller's Agent** – the real estate agent who will protect the interests and negotiate the price and terms on behalf of the seller
- **The Seller's Attorney** – protect the legal interests of the seller
- **The Home Inspection company** – enlisted by the buyers to find issues (large or small) with the home to give you further negotiating power and knowledge of what you might be purchasing
- **The Appraiser** – will appraise the home's value objectively on behalf of the lender
- **Mortgage lender or Bank** – will oversee the lending process, mortgage options, and closing.
- **Title Company** – ensures a clear title and transfer of property.

The background of the entire page is a photograph of a professional studio set. At the top, a black metal lighting rig is suspended against a brick wall, with three large studio lights hanging from it. Below the rig, the main area is a plain, light-colored wall. In the foreground, on a wooden floor, are several pieces of professional equipment: on the left, a boom microphone on a stand and a large studio light on a tripod; in the center, a black director's chair with 'DIRECTOR' written on the backrest, a black clapperboard on a stand, and a red arrow pointing from the circled text 'Your Real Estate Professional' to the chair; on the right, a professional video camera on a tripod and another large studio light on a tripod.

Who Is Directing YOUR Transaction?

Sellers
Buyers
Appraisers
Engineers
Seller's Attorney
Buyer's Attorney
Title Company
Home Inspector
Bank Representative

**Your Real Estate
Professional**