

William L. Foster II GRI
Commercial / Residential Sales



**Austin Markets at
Keller Williams Realty®**

Thank you for your interest in Austin area Real Estate. Please sign and return the enclosed Buyer Representation Agreement, Information about Brokerage Services, and General Notice to Buyer forms. This will allow us to put our experience to work for you.

Texas Law interprets a Licensed Real Estate Agent to be the Fiduciary of the *SELLER*, defined as a "subagent", without a specific Buyers Representation Agreement. We prefer our Fiduciary obligation be to *you*, the BUYER.

Residential Buyer Service Areas

1. Needs Analysis: Macro/Micro- Helps the Buyer get a clearer picture their ideal Home
2. Lender Pre-Approval: Banker/Broker referral, Pre-Qualification Appointment, Letter of Credit
3. Neighborhood Information: Lifestyle – Neighborhood Match
4. Home Search: Broad based – Select Recommendations
5. Offer Negotiation: Terms and Price (terms is the most important and least understood point in Negotiation)
6. Contract to Close: Option period, Inspection, Appraisal, Survey, Lender, Title, Escrow, HUD review (as a former Mortgage Banking Loan Officer I know more about this very important phase of the Transaction than almost any other Real Estate Agent in Central Texas)
7. Closing: Organize and Confirm Document Process (Expertise when you *most* need it.)
8. Post Closing: Orientation, Home warranty and other assistance. (Once a Client, always a Client.)

Keller Williams Realty®, BROKER

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