



# HINTS FOR HOME BUYERS

## ABRs Help Buyers Navigate The Process

(NAPSA)—The end result of buying a house and moving into a new home can be a very pleasurable experience. But sometimes it can become a considerable challenge.

Many home purchasers become mired in the details, decisions, and determinations involved with selecting a house and the orderly transfer of title and closing. In many instances, buyers just do not know where to start—much less, how to finish.

Fortunately, in recent years, an industrious group of real estate professionals has achieved a level of specialization geared to assist home buyers. Known as Accredited Buyer Representatives (ABRs), they are members of the Real Estate Buyer's Agent Council (REBAC), the largest specialty division of the National Association of Realtors. They number more than 42,000 and are located in every state and virtually each metropolitan area in the nation.

REBAC awards the ABR designation only to members of NAR who have completed an intense training program on how to help buyers in such activities as neighborhood analysis, pricing comparisons, negotiations, financing, pre-purchase inspections, what to expect at closing and more.

Additionally, a candidate for REBAC certification must present documentation of having handled a substantial number of buyer repre-



**ABRs can answer many of the questions associated with home purchases.**

sentation transactions.

Within REBAC training programs, special emphasis is placed on working with a first-time buyer and assisting the new-home purchaser. Unless the buyer directs otherwise, an ABR works solely for the buyer and is committed to strict confidentiality and fidelity throughout the entire transaction.

An ABR will discuss with the client various approaches to compensation. Often, the representative is compensated by sharing in the commission paid by the seller. But a wide variety of other options are also available, ranging from fees for specific services to a retainer basis. Any such arrangements are negotiable.

To assist consumers in preparing for a home buying experience, REBAC has a detailed booklet—the “Home Buyers Kit”—which can be obtained free by phoning 1-800-648-6224. Additional details about REBAC also may be obtained by visiting the Council's Web site at [www.rebac.net](http://www.rebac.net).