REAL ESTATE EDUCATION SERIES

RE/MAX Properties

The Benefits of Working with a Buyer's Agent

Local knowledge, informed decisions, and buyer advocacy

Doug Petersen, Broker Associate
RE/MAX Properties | Colorado Springs

Buying a home involves more than finding a listing. A buyer's agent can help you evaluate choices, negotiate terms, and navigate the transaction while advocating for your interests. In Colorado, the written brokerage agreement establishes the relationship, services, and compensation.

1 Know who represents your interests

A buyer's agent promotes the buyer's interests with utmost good faith, loyalty, and fidelity, while fulfilling statutory duties to others. The seller's agent represents the seller. A transaction broker assists one or more parties without acting as an agent or advocate for either. Ask which relationship you are establishing before sharing negotiating details.

2 Turn your priorities into a focused search

Define your budget, location needs, timing, and property requirements. Your broker can organize showings, review MLS information, and help compare homes consistently. Many listings are public; the value includes interpreting the information and spotting questions to investigate, rather than promising exclusive access or complete inventory.

3 Evaluate price with local evidence

Review recent comparable sales, competing listings, property condition, and market activity. A buyer's agent can help you distinguish an attractive asking price from a supportable purchase price. Discuss carrying costs, insurance, HOA charges, and potential repairs. Market analysis cannot guarantee future value or appreciation.

4 Build an offer you can comfortably perform

Price is one part of the offer. Your agent can help you weigh financing, earnest money, appraisal terms, inspections, inclusions, and possession. Set limits before negotiating and coordinate with your lender. A stronger offer should still fit your cash resources and risk tolerance; savings and acceptance are never guaranteed.

5 Understand documents and track deadlines

Your broker can explain the transaction process and Commission-approved forms within the broker's expertise, prepare authorized documents, and help monitor deadlines. You still need to read and approve what you sign. Obtain legal advice for unusual terms, disputes, or questions beyond the broker's qualifications.

Colorado does not permit dual agency

One individual broker cannot act as an agent for both buyer and seller in the same transaction. Transaction brokerage is a separate relationship, not dual agency. Different designated brokers within the same firm may represent the buyer and seller; ask how your situation is handled.

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Choose the relationship and services that fit your needs

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Representation should be an informed choice. Understand what your broker will do, what you remain responsible for, and how payment works before making a commitment. Clear expectations are as valuable as a well-organized property search.

6 Coordinate inspections and specialist advice

An agent can help identify appropriate inspections, organize access, and discuss findings and repair requests. Inspectors, surveyors, engineers, lenders, and attorneys provide their own expertise. You may choose your own providers and should check qualifications and fees. Brokerage guidance does not replace a property inspection or guarantee condition.

7 Keep the transaction moving

Your broker can communicate with the other brokerage, lender, title company, and inspectors, helping identify missing information or scheduling problems. You must provide documents and funds promptly, meet your obligations, and approve decisions. Review title, HOA materials, insurance availability, and closing figures within applicable deadlines.

8 Review the written brokerage agreement

Colorado requires a written agreement establishing single agency or transaction brokerage before licensed brokerage activities, with compensation conspicuously disclosed. Review scope, duration, exclusivity, termination, any holdover terms, and when fees are earned or payable. A compensation-only agreement does not establish the brokerage relationship.

9 Discuss negotiable fees and payment sources

Broker compensation is not set by law and is negotiable. Discuss the amount or rate, services included, and your potential obligation. A seller or listing brokerage may agree to contribute, but do not assume payment is available or fully covers your fee. Confirm arrangements in writing and ask your lender about financing limitations.

10 Compare the support with your own capabilities

An experienced buyer may choose to proceed without an agent, but then must arrange pricing analysis, negotiations, due diligence, and deadline management. The seller's agent is not automatically your advocate, and going directly to that agent does not guarantee savings. Compare services, fees, and alternatives before choosing a relationship.

Why consider Doug Petersen?

Doug has been licensed in Colorado since 1992 and brings prior general contracting and homebuilding experience. Ask how his market knowledge and construction background can help evaluate your options, identify questions for specialists, and develop a practical buying strategy.

Adapted and corrected from the supplied document. Resources: Colorado Real Estate Manual, Chapter 1; DRE written-agreement advisory, August 12, 2026. Educational overview as of November 2026; individual agreements and circumstances vary. Consult qualified legal, lending, and tax professionals as needed.

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