

# Learn how you can get thousands of dollars back at closing when you buy your next home with BloodhoundRealty.com

There are some simple facts about buying a home no one has ever shared with you.

For example, your real estate agent is going to get paid at the end of your transaction. That can't be a huge surprise. Everyone has to eat, after all. But what you may not know is *how much* your agent will be paid.

For one thing, buyer's agents don't have to disclose the amount of their compensation.

For another thing, the sales commission will almost always be a percentage of the purchase price of the home, which means your agent might be making thousands of dollars more than you had ever imagined.

And for another, the percentage of the purchase price your agent is being paid may be a lot higher than you think. For many newly-built homes, the buyer's agent's commission can be as much as 10% of the purchase price. Some resale homes are offering 4% or even 5%. For a \$600,000 home, 5% is \$30,000.

## Whose money is that?

It's your money. You have been told all your life that the seller pays the real estate commissions. In fact, every dollar on the closing table will have been brought there by you or by your lender. It's *all* your money. If your agent is getting paid \$30,000, it means that you are either contributing or financing an additional \$30,000 to pay your agent.

The funny thing is, you will probably do a lot of the preliminary work necessary to buy that home. You'll research neighborhoods and schools, run searches into MLS systems, drive by likely houses. By the time you're ready to make a purchase, you may have already picked out the home you want to buy. There's still plenty of work to be done, but you will have saved your agent a lot of time. Even so, your agent's pay will be the same.

It gets worse. Because your agent is compensated as a percentage of the purchase price, the more successful your agent is at reducing the purchase price, the lower that compensation. Your self-interest and your agent's self-interest are opposed to each other. What's good for your agent is bad for you.

Had enough? Not quite. Because your agent might be getting paid an extra bonus for convincing you to buy a particular property or to pay full price or to close by a specific date. At a certain point, you have to wonder who your agent is *really* working for...

## There has to be a better way...

And of course there is. We've developed a different way of compensating buyer's agents. We'll get a flat fee for representation, with any additional buyer's agent's compensation coming directly to you. Use it to pay your down payment or to defray your closing costs or simply to reduce your purchase price. And because we get paid the same no matter how little you pay, we have every reason to make sure you pay as little as possible.

How can we do this? You're already doing the preliminary work. You save us time, we save you money. This is not discounting, it's a better way of delivering exceptional service.

Want to find out more? We've set up a special web page that takes you through the whole process in enormous detail:

**[www.BloodhoundRealty.com/savings/](http://www.BloodhoundRealty.com/savings/)**

Take the time to look it over and decide if our way of working works for you...

PS: There is nothing you can do that will save you more money in the purchase of your home than learning about our flat fee program. Take control of your money by going to your computer now...