

How We Work with Buyers

So that you may feel comfortable in calling us (and so that we can have a life!), here are the times and ways that we can best stay in contact.

We have a voice mail system that is connected to our direct lines at our office. Fred's direct line is 505-275-5285 and Sandra's direct line is 505-275-5275. When you call us at the office and we don't answer, our voice mail will automatically pick up. Please leave a message. We will be paged. Sometimes we don't pick up messages immediately. Normally, we respond within the hour. If we are showing properties or in a meeting, it could be two or three hours before we even hear your message. If that is all right with you, based on your assessment of the urgency of the situation, we will call you back at the first opportunity.

If you feel the situation is more urgent, call Fred on his mobile at 505-480-FRED (3733). Fred has his phone on Monday through Friday from 8:00 am to 8:00 pm and on weekends from 10:00 am to 6:00 pm. If Fred doesn't answer, Sandra will. If neither one of us is available, please leave a message. We WILL call you right back.

Another great way to reach us is through email. We check it several times a day. Fred's email is Fred@ABQhomes.com and Sandra's email is Sandra@ABQhomes.com.

We will send you new listings that meet your search criteria as they become available. Review them and/or drive by them to select the ones you want to see. Contact us so we can schedule an appointment and/or a tour.

If you drive by a home that is not in the group we sent you, it probably does not meet your search criteria. However, if you wish to double-check, write down the address and we will find out for you.

If you see a For Sale By Owner you like, tell us and we will contact the owner on your behalf. Most FSBO's will pay our commission and allow us to facilitate the transaction.

If you go through a new home subdivision, we can represent you there also. Tell the agent at the model that you have an agent. Please do not sign anything. You will receive no financial benefit by allowing the builder's on-site salesperson represent you. Builders include a real estate commission for a buyer's agent in the price of their homes. However, if you use the builder's agent, he is represented, but you are not.

Remember, we are your *Buyer's Agent*. Tell other Realtors® you have an agent. They will still answer your questions regarding any property. As a matter of fact, most Realtors® are wise enough to realize that a buyer that is represented is already pre-qualified, is informed about the real estate market and is a better buyer. They will be happy to answer your questions and you will be welcome at their open house. However, don't take up too much of their time. Call us for most of your questions.

Now, let's find your home!