

Why Work With a Buyer's Agent?



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According to research by [Zillow](#), in 2023, 88% of buyers nationwide used a buyer's agent to help them purchase a home. A great buyer's agent can save you time and stress, help you buy with confidence, and ensure you get the best possible deal. There are many reasons to consider using one — here are 10 of them.

1

They'll guide you through the buying process

The buying process — especially in NYC's unique market — can be long and complex. A buyer's agent is there to assist you at every step, from setting a budget to determining what you're looking for in a home to coming up with an offer.

2

They'll help you understand the local buying market

Agents have a pulse on the real estate market like no one else. They'll help you understand the latest market data and trends, nationally and in NYC — down to the neighborhood you're interested in. Their valuable insights can help you make educated decisions.

3

They'll manage expectations

A good buyer's agent will be candid with you about your search, e.g. if your budget can afford you a home in your desired neighborhood, or if your timeline for buying is realistic. It can help you make your dream home a reality.

4

They'll narrow down your search

During peak home shopping season, NYC has upwards of 20,000 homes for sale. A buyer's agent can take your criteria and provide a curated list of properties that meet your needs, or help you refine what you're looking for.

5

They'll use their hyper-local, specific expertise

The NYC market varies down to the neighborhood, block, or even the building you're looking to buy in. A great buyer's agent — like a StreetEasy Expert — will usually have experience in the types of homes you're searching for, as well as hyper-local expertise of the neighborhood or building.

6

They'll accompany you on home tours

A buyer's agent can be your second set of eyes on home tours, pointing out things you may have missed otherwise. In fact, in most states, they have a fiduciary duty to you to disclose any known issues with a property that may affect its value. They'll also help you evaluate properties holistically, with factors in mind you may not think of: resale value, renovations, etc.

7

They'll help you come up with a winning bid

Coming up with a bid is both an art and a science. It requires a deep understanding of the market and what comparable properties have sold for, as well as strategy. A buyer's agent will work with you on a smart, strategic bid you can afford and are comfortable with. And not just any bid, but a *winning* bid.

8

They'll negotiate on your behalf for the best deal

A buyer's agent will negotiate with the seller's agent on your behalf to get you the best possible deal. They can also negotiate the timeline, financing, closing costs, and other components of the deal.

9

They'll assist with co-op board approval

Your buyer's agent is happy to help you get your finances in order, assemble a co-op board package, and prepare for the interview. Plus, they may have knowledge of how to get approved by the board of a particular building.

10

They'll introduce you to other professionals you need

There are other people you'll need to hire when buying a home: a mortgage lender, real estate attorney, inspector, appraiser, etc. Your buyer's agent can introduce you to these professionals, saving you the work of finding and vetting them.



What does it cost to work with a buyer's agent?

If the agent successfully helps you buy a home, they typically receive a commission paid to them at closing. The commission amount, and who pays it, is negotiated between the buyer, seller, and their respective agents. Sellers may offer to pay the buyer's agent commission, but in other cases, the buyer may be responsible for it. Know that commissions are always negotiable. Before touring homes, a buyer's agent may ask you to sign a touring agreement, allowing you to enter the tour understanding what services the agent will provide at this stage without an obligation to exclusively work with them. [Learn more.](#)

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