

Frequently Asked Questions...

If a trainer or agent shows me one of the horses they represent, don't they represent me?

No...they always represent the seller. As part of their agreement with the owner of the horse, the trainer or agent clearly and only represents the seller. Their loyalty is to the seller and it's the trainer or listing agent's responsibility to get the highest possible price for the seller of the horse. The only way you can be represented is to hire a Buyer's Agent.

Shouldn't I call the trainer or the agent because they know the most about the horse they represent?

When you call an agent or trainer who represents the horse or any of their sub agents, they don't represent you...they represent the seller. Any horse transactions represented by an agent, including a Buyer's Agent, can obtain answers to any and all of your questions. If you want 100% representation during every phase of your search for a successful, and hassle free Arabian horse purchase, make one phone call and hire an Exclusive Buyer's Agent.

Aren't I represented as long as the trainer or agent doesn't show me the horse?

No. You're never represented unless you sign a Buyer's Agent Agreement with a Buyer's Agent.

What's agency and why should I be concerned about it?

We believe in DISCLOSURE and therefore explain the importance of our disclosure forms as well as thoroughly inform you of all the options you have and their benefits to you prior to negotiating on your behalf. The disclosure informs buyers that unless they

have a signed Buyer's Agent Agreement with a Buyer's Agent, the agent they are working with does not represent them and does not owe them any loyalty.

As a buyer, when and how can I be represented in my Arabian horse transaction?

To be represented you need to sign a Buyers Agent Agreement with a Buyer's Agent. You are represented once you and your Buyer's Agent have signed the agreement. If you don't sign a Buyer's Agent Agreement, you are not represented and the agent you're working with is actually working for and representing the seller.

What's a Buyer's Agent and do I really need one?

A Buyer's Agent is an agent that represents the buyer during various horse transactions. Both the buyer and the agent sign a Buyer's Agent Agreement that spells out the type of horse transaction the buyer is interested in purchasing, the price range the buyer is willing to pay for the horse, how the Buyer's Agent will earn a commission, and the term of the agreement. If you want representation throughout every phase of your horse transaction...yes, you definitely deserve and need a Buyer's Agent.

What's the difference between a traditional agent and a Buyer's Agent?

A traditional trainer or agent almost always has a barn full of horses to sell and even if they don't, they help other trainers or agents sell their horses in that trainer's barn, thus they usually represent the seller. A Buyer's Agent represents the buyer in a horse transaction. A Buyer's Agent can determine if the horse is overpriced and why. A traditional trainer or agent does not always tell you if a horse is overpriced because they represent and owe loyalty to the seller

and it's their responsibility to get the highest possible price for the seller.

What's the difference between a Buyer's Agent and an "Exclusive" Buyer's Agent?

A Buyer's Agent only works as a Buyer's Agent when they decide to represent a buyer. More often than not, a Buyer's Agent is not working as a Buyer's Agent because they are working as a listing agent or a sub-agent of another listing agent or trainer and they are representing the seller. The purest and best possible form of Buyer's Agent is with an Exclusive Buyer's Agent. An Exclusive Buyer's Agent only represents buyers and represents them 100% of the time. They never take on listings and they never represent a seller. To receive 100% representation and 100% loyalty without the potential risk of a conflict of interest, hire an Exclusive Buyer's Agent.

What does a Buyer's Agent Agreement look like?

A Buyer's Agent Agreement is a written agreement between a buyer and a Buyer's Agent. It spells out what form of real estate the buyer is looking for, what price range they want to stay within, how the Buyer's Agent will earn a commission, and the term of the agreement.

How much will I have to pay my Buyer's Agent in order to be represented?

Buyer's Agents can charge whatever they want to charge but the fee is usually negotiable. When you hire Rhonda Davis as your Exclusive Buyer's Agent, her fee is usually paid by the seller.

Is there any reason why I shouldn't consider working with a Buyer's Agent?

Working with a Buyer's Agent is the only way you can be represented throughout every phase of your horse transaction. If you don't sign a Buyer's Agent Agreement with a Buyer's Agent, you're not represented and the agent you're working with does not owe you any loyalty.