

Brighton Michigan Real Estate Buyer Agent Receives Wolverine Savings Award

By Alex Young

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The Home Buyer's Agent of Ann Arbor is Southeastern Michigan's largest buyer's real estate company and the oldest Exclusive Buyer's Agency in the state of Michigan.

Brighton, Michigan, -- Laura Degovanni, an exclusive buyers agent helping real estate buyers in Livingston and Western Oakland Counties, received the Wolverine Savings Award today for helping a home buyer complete a very difficult transaction and save over 24% of the purchase price.

"The Wolverine Award was created to recognize buyer agency work that greatly exceeds the norm in terms of tenacity and focus. Many real estate agents would have told the buyer to give up on this transaction. What Laura did was explain to the buyer the risks and the effort involved at each milestone and then let the buyer decide. The buyer really liked the home and each time decided to move forward." said Jon Boyd, Broker for the company. "Laura did an outstanding job and we want to recognized it."

The transaction reportedly was a short sale and included a home owner who left a large quantity of junk in the home, a listing agent who couldn't keep his transactions straight, a home that had a major foundation problem, a listing brokerage who routinely misrepresented the terms of the purchase contract, and a selling lender who often seemed misinformed. Any one of these issues could have derailed a normal purchase process.

The Home Buyer's Agent real estate company serves Brighton Michigan and the surrounding areas including, Howell, Hartland, South Lyon, Novi, and Farmington Hills. They help a broad variety of real estate purchasers from first time condominium owners to luxury home buyers, and they measure their success in dollars saved, not dollars sold.

"In situations like this real estate buyers often end up stressed and frustrated. What Laura did allowed the buyer to stay focused, rational and relaxed throughout the process." Concluded Boyd.

The term "exclusive buyer agency" is defined by the National Association of Exclusive Buyer Agents as: A company who only represents home buyers. The company never represents sellers and the company never lists property.

The Home Buyer's Agent of Ann Arbor is Southeastern Michigan's largest buyer's real estate company and the oldest Exclusive Buyer's Agency in the state of Michigan. It has helped thousands of home buyers save millions of dollars on their home purchases. Since Exclusive Buyer Agents only represent home buyers and never sellers, these companies avoid the conflicts of interest of traditional real estate companies and offer home buyers 100% loyalty.

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