

Buyer Representation

What is a "Buyer's Agent?"

Until recently, most real estate agents worked for the home seller. Even the real estate agent who brought the buyer to the home was considered to be a sub-agent for the Listing Broker and therefore working for the seller.

Today buyers have a choice, and can elect to have their real estate agent work with them as a Buyer's Agent. In this capacity, the real estate agent is obligated to represent the client's best interest in all aspects of the transaction.

What does this mean for Buyers?

Your real estate agent will discuss representation with you at the start of your house hunting. At that time you can request buyer representation and discuss the specific services that the agent will provide. Remember, in most cases, real estate commissions are paid by the seller, even to Buyer's Agents. For that service, your real estate agent asks only that you be loyal, recognizing the time and effort your agent will go through to find you a house.

Include your real estate agent in all your house-hunting activities, including visiting open houses. And don't forget, your real estate agent can and should represent you if you buy a new home,

In return for this loyalty, you will have a real estate agent who works hard to find you the perfect house, who negotiates aggressively for the best price and terms, and who expertly guides you through the mortgage approval and closing process.