

## How to shop for a Real Estate Professional



With so many agents out there, how can you make an intelligent decision? Do you choose an agent by a referral from a family member, friend, neighbor, or coworker. Should you work with an agent at a large firm, a small firm, a franchise or an independent? Should the agent be a REALTOR®, have years of experience, be full time or have numerous designations?

However you choose your Real Estate Professional, you should first understand that a Real Estate agent has been licensed by the state in which he/she is practicing and is governed by that states licensing laws. The obligations that are owed to you, known as the “Fiduciary Duties”, according to these laws are: To put the clients interest above anyone else’s; Keep the clients information confidential; Obey the clients lawful instructions; Report to the client anything that would be useful; and Account to the client for all moneys involved.



NOTE: A REALTOR® is a member of the National Association of Realtors and, as a member, is held to a higher standard under the N.A.R. Code of Ethics which in many cases go beyond state law.

If you are working with a Seller’s Agent, or you are interested in a listing your agent has available for sale, be aware that your agent is already bound to the seller by those same obligations.



So, in making your decision to work with an agent, there are certain questions you should ask to evaluate an agent intentions to service you completely;

- ◆ Will you guarantee me that you will not be representing any seller at any time when you are representing me?
- ◆ Will you guarantee me you will not try to change your relationship with me to “dual agency”, “designated agent”, “transactional agent”, or any other form of agency that offers reduced levels of service?
- ◆ Will you act in a fiduciary capacity and owe all Fiduciary Duties to me?
- ◆ Do you spend 100% of your time assisting buyers?
- ◆ Do you have a list of lenders, home inspectors, insurance agents and other professionals that you recommend?
- ◆ Will you show me all homes on the market that meet my needs, including For Sale By Owner properties, foreclosures, and other properties?
- ◆ Will you provide me information on comparable sales and help me formulate an offering price and negotiating strategy?
- ◆ Will you point out all the negative aspects of each property as well as the positive aspects so I will be fully informed when making a decision?
- ◆ Can you guarantee me 100% loyalty 100% of the time?



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