

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 those states licensing laws. The obligations by law that are owed to you are first owed to the seller if you are working with the seller's agent. Those obligation 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.

So, just remember, 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. It is most wise to get your own representation having all obligations by law owed to you alone and not to the seller.