

expertise

The Value of Working Exclusively with a Buying Agent

Enlisting the services of a professional Real Estate sales professional gives you an edge in the housing market and a Buyer Representation Agreement is the formal document that you sign to hire a Real Estate professional to work on your behalf to help you find a home.

Entering into a Buyers Representation Agreement has many advantages, and no disadvantages:

- **Your Interests Are Protected.** When you enter into a Representation Agreement with a Real Estate Sales Professional an agency relationship is created between the Buyer and the Brokerage. The Brokerage, and the sales representative representing the Brokerage, are then bound by law to represent the interests of you, the Buyer, to the best of their ability.
- **You will be on a Level Playing Field with the Seller.** Most Sellers engage the services of a Real Estate Professional typically called the Listing Agent. While you can buy a home directly through a Listing Agent without the help of a Buying Agent, it is critical to understand that the Listing Agent is legally bound to do what is in the best interest of their client-the Seller.
- **Your Sales Professional is Fully Committed.** When you commit to hiring a Real Estate Professional you will in turn get their full commitment to helping you find a home as they are assured that they will be compensated for their efforts if they are successful in finding you a home.
- **Costs are Covered by the Seller.** While the Buyers Representation Agreement includes details on how the buyers agent and brokerage are compensated upon the purchase of a home these fees are not typically an out of pocket expense for the buyer. The Realtor and Brokerage commissions are usually paid by the Seller. There are exceptions however. Your Realtor can provide you with more information.

