

Buyer Agents: Without One, No One is Working for You

The listing agent works for the seller!

This comes as a surprise to many people, but the listing agent is legally obligated to work in the best interests of the seller. As a buyer, it is in your best interests to seek your own representation. Using the listing agent will not help you get a better deal on the house. What that *will* do is get that listing agent TWICE the commission!

*There are cases in which a listing agent can represent both the seller and the buyer, but in those cases both parties receive limited representation, and some agents do not practice this form of representation because it can be seen as a conflict of interest.

Some of the Benefits of Hiring a Buyer Agent:

- A higher level of services - your interests will be protected.
- Priority notification of new listings as they come available.
- Previewing of new listings on your behalf if requested.
- Disclosure of any information that would benefit you in a transaction, including other interested parties, motivations, etc.
- Protection of your financial information - forever. Once a client, always a client in this respect.
- Negotiation advice. The goal is to get you the best price on the property that best meets your needs - anything else is not doing our job in representing you.
- Obedience of your wishes.
- Connection with other service providers such as inspectors, lenders, home warranty companies, and even other Realtors® should you choose to purchase in another area.

Are we stuck with each other?

Of course not. If you decide you don't like me, or feel that I'm not doing my job, you can fire me just like you could fire your attorney or any other service provider that you hire. If I do something wrong, I want to know even if you're not interested in working things out. I will respect your decision, and we can formally terminate the agreement. Luckily, it has never happened to me, but you barely know me so I understand if you're concerned.

My buyer client will have certain responsibilities as well:

- *to be honest with me*
- *to work with me exclusively*
- *to never provide personal information to any other agent*
- *to never contact other agents for information or to request showings of properties, even if you think you're saving me time or effort*
- *to clearly define your search criteria, your must-have's and your deal breakers to help streamline the showing process so we don't miss any opportunities or waste time on properties you won't like*

One final thing I have not mentioned is that the services of a Buyer Agent are completely FREE to you in almost all cases. A Buyer Agent's commission fee is typically paid out of the seller's proceeds at closing, so hiring your own agent will cost you nothing. The only exception is if you decide to purchase a home or property that is not listed in the MLS, and the owner/seller refuses to pay a commission to the buyer's agent. If you give me the opportunity to act as your Buyer Agent, I promise I won't let you down! But if you choose not to hire me at this time, please keep in mind that there are limitations as to what services I can provide to you, as I am legally obligated to act in the best interests of the seller for any property in which you may be interested.



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