

Real Estate Dealing Through Agents

Most people think of the real estate agent as a salesperson. Numerous agents (perhaps most agents) would jump at the chance to be "just" a salesperson, but they aren't just a salesperson. Most states have registered it so that real estate agents are also – agents, an agent is "responsible" to their clients. He has a duty, called a "fiduciary duty." It means the agent is responsible to act in the best interests of their client. As a car salesman does not have to act in your best interests -- they just have to sell the car, it is not that simple for real estate agents.

These Real estate agents not only have to sell the house, they have to be responsible. It involves a lot of liability, which is one reason for all the disclosures and the pages and pages of contracts, and why they want to be paid for being more than "just" a salesman. This listing contract will specify that your agent is acting as a "seller's agent." It means that, in the sale of your house, they are working for you and only you -- and looking out for your best interests.

Nevertheless, there may be times when your listing agent has a client who wants to buy your home. Because of this reason, there is a little "wiggle room" in the listing contract. And if your agent also represents the buyer, the listing contract should specify that they provide an additional disclosure those details whether they continue to act as your agent or assume the duties of a dual agent. Contract also provides permission for your listing agent to act as an agent for others on other transactions. And they can continue to list other properties, and represent buyers looking at other homes besides yours.

The advertisement of your home in newspapers and magazines rarely sells your home directly. And more likely than not, the buyer who eventually purchases your home will have called on a totally different house. Similar thing happens with buyers who call on your house. People will probably buy something else. People still want to be certain the real estate company selling your house runs ads in the local and major newspapers, whether they feature your house or not. These ads generate phone calls to the real estate office, and if those agents viewed your house on the office preview, they will be familiar with it. And this is how your property is sold. And you could be one of the lucky ones – someone calling on your house may actually end up buying it. People should also realize that when a company advertises the homes they have for sale, there is more than one objective.

About the Author

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Source: <http://www.spivo.com/articles>