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Featured Article



When the same realtor represents both the sell and buyer

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When the same realtor represents both the seller and buyer

When you sell your house, your real estate agent usually represents you throughout the process. And your agent has a fiduciary duty to you, which means he or she has a responsibility to act in your best interest. It is possible for the seller's agent to represent the buyer as well. But how does that work in practice? The idea is that the "dual agent" manages all negotiations and paperwork between the buyer and seller and acts as a neutral, with no fiduciary duty to the buyer or the seller. If you live in any state where dual agency is allowed, it's helpful to understand the pros and cons.



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Even if an agent agrees to fairly represent both parties in a home sale, it's not always so easy in practice. In fact, in some cases, it might make the deal feel rather lopsided. Imagine a sale in which the buyer requests certain repairs and/or a lower price. And on top of that, imagine they ask the seller to cover the closing costs. In such a case, it's easy for the seller to feel shortchanged by not having an agent of his own to support his side of the deal.

The process of buying and selling a house brings

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with it a host of uncertainties and reasons to negotiate.

Everything from the price to the terms is up for

discussion, and it's your real estate agent that acts as

**your advocate throughout. If you're a seller, your agent
knows the positive and negative elements of your home, and
knows the key things about you, including your willingness**

to give and take, and where you stand on a price

that's comfortable for you. If you're a buyer, your agent

**knows what you can afford and how willing you are to
negotiate when you have certain requests or concessions
you're seeking. These are some of the reasons why a dual
agent plays a more removed role in the process, to avoid
taking any one side. That means the buyer and seller end up
working out the details more closely with each other and
each loses the benefit of an agent's experience and direct
help in the process.**



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