



Why buyers should always use a Realtor



If you are considering purchasing a home please take time to review this information. Often times prospective home buyers are not aware of how the real estate listing process works. The reason it is important to understand is that as a buyer you have an opportunity to receive professional representation at the seller's expense. To pass on representation as a buyer puts you at a distinct disadvantage.

When a home is listed on the multiple listing service, an agent has agreed to represent the seller of the house. This is a legal fiduciary relationship between the listing agent

and the seller. Although the seller and the listing agent must comply with all Washington State laws, they have no obligation whatsoever to represent the purchaser of that property. In fact they have a fiduciary responsibility to look after the seller's best interests.

The seller has already agreed to pay the listing agent a commission and the listing agent has already agreed to pay the buyers agent a portion of that commission. The buyer who uses an agent in essence gets a no cost representative. As a buyer you are well advised to take advantage of a real estate agent that is neutral with regards to the property. If a listing agent offers to represent you on the purchase of one of their own listings, caution is advised as the legal and fiduciary loyalty is to the seller not the buyer.

As an agent that has always focused my energy helping buyers, you will find that I am very aggressive with sellers and will work very hard to ensure you are getting the best value and the best property for your needs.

Although I work with buyers often I do list properties as well. I would be honored to offer you a no cost property market evaluation for your home.

You may find that I am a rare real estate agent in the fact that I also carry a series 7 and 66 financial planning license and understand the mechanics of investments as well as real estate. I am affiliated with a major US bank and have vast experience in the mortgage field. I can help you find a bank or mortgage broker that can find the best loan for you. I can help you understand today's complex mortgages and how they effect the property you are considering.

I look forward to working with you in the future.



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