

Frequently asked questions for selling real estate

Selling a home isn't something that the average person does everyday. Most people only buy 3-4 homes in their lifetime. Luckily for you, it is something I am involved in on a daily basis.

HOW MUCH DOES IT COST TO USE A REAL ESTATE AGENT?

Listing agents are usually paid their commission at closing by the sellers. Their payment comes from the seller's proceeds, and that information is agreed upon in the listing agreement. In a listing agreement we also discuss what a seller is willing to pay a buyer's agent who brings a willing & able to buyer to purchase their home.

WHAT IS A DUAL AGENT?

"Dual agency" is defined as the practice of an agent representing both the buyer and the seller during the real estate transaction. When an agent practices dual agency, they owe an equal fiduciary responsibility to both parties. I typically choose not to participate in dual agency, as I think it is difficult for an agent to ethically give both parties their full service. Since buyer's agents are usually free to a buyer, it also just makes good sense for the buyer to have their own representation.

SHOULD I TRY TO SELL BY OWNER?

Most people only buy a couple houses in their lifetime while a real estate sells multiple houses a year. Chances are this is your highest asset- make sure a professional is helping you! A real estate agent can make sure you get top dollar for your home, make sure all title/escrow, inspection and other third parties are dealt with correctly as well as do all the negotiation for you.

CAN I ONLY WORK WITH ONE AGENT AT A TIME?

If you have already signed a Listing agreement, it is important to follow what is laid out in your contract. If you are unhappy with your agent, it is a courtesy to let them know you will be working with someone else. Sometimes personalities do not match up or the service is subpar, it is ok to switch if you feel a lack of service.