

# What Type of Real Estate Agent Will Represent Your Needs Best?

When you're searching for a real estate agent, you want someone who will be there to represent your interests – and only your interests.

To do that, you should be aware that there are several different types of agents and/or brokers who sell residential property. Here's the breakdown:

You'd be better off with:

**1. A Buyer's Agent.** This type of REALTOR represents only the buyer in the real estate transaction. This agent will negotiate on behalf of the buyer and make sure that all the contract issues are in line with the buyer's wishes, that all the inspection issues are resolved and that the rest of the deal, including time of occupancy, meets their requirements.

**2. A Seller's Agent.** This is a real estate broker who is hired to represent the homeowners throughout the process of selling their residential property. As a seller's agent, this person will represent the seller and strive to find a qualified buyer, get the highest sales price possible and negotiate the best deal for the sellers.

**3. Transaction Broker.** This is a real estate professional who will help one or more parties throughout a real estate transaction. This broker may be talking and negotiating on behalf of both the seller and a buyer of a particular home. That means a transaction broker is not being an advocate for either the buyer or seller. The broker is just trying to get the transaction completed for both parties involved by

communicating, advising and working on the contract terms.

Obviously, this is not the type of real estate representative that you want if you are thinking about buying or selling your home. You'd be better off with someone who represents you – and only you – throughout the entire process, including contract negotiations and the closing.

Members of The Osgood Team actively avoid working as Transaction Brokers. We believe in representing and achieving the best negotiated deal for the party we represent, either the buyer or the seller – not both. That's an important distinction – regardless of whether you are buying or selling.

Give us a call if you understand the importance of having a buyer's or seller's agent represent you in your next real estate transaction. We're the Osgood Team, the Parker experts in residential real estate in Parker and surrounding areas. We can be reached at 303.810.5757.