



Dealing With Other Agents and Seller's Representatives

As you begin your property search, it is likely that you will come in contact with other (seller's) agents and with seller's representatives. What follows are a few suggestions for dealing with those people when you come in contact with them.

1. **Don't Tell.** Always assume another agent or representative is representing the best interests of the seller, not your interests. Don't tell them anything you don't want the seller to know about you. It may be used to your disadvantage in future negotiations.

2. **Requesting Information.** If you need information about any property, ask your For Buyers Only agent, not the listing agent.

3. **Showing Property.** If you wish to see a property, your For Buyers Only agent will make the proper arrangements. The protocol within the real estate industry is that buyer's agent will provide the information and make arrangements to see properties.

4. **Open Houses.** You may find visiting open houses a good way to quickly get a feel for the market. We encourage you to take advantage of open houses to conveniently see a number of properties without the need for prior appointments or similar arrangements. When you visit an open house, if the seller's agent approaches you or attempts to engage you in conversation, it is best if you tell them you have a buyer's agent and offer to give them your agent's name and number (or business card, if you have one), and invite the open house agent to call your agent for any follow-up.

5. **New Subdivisions.** Many new home subdivisions will pay a buyer's agent a commission. However, most request that the agent attend the first visit with the buyer and register the buyer's and agent's name. In order to protect your ability to have your buyer's agent compensated by the seller, do not visit the sales office without your agent. If you feel compelled to visit the sales office anyway, we would suggest you tell them you have a buyer's agent and you wish to protect your right to have your agent paid by the seller. It's probably best if they have no record of your name if you visit without your agent; also advisable not to take any of the sales representative's time or information.