

AGENT REPRESENTATION

We will take the time to explain the different kinds of agency relationships you may enter into with your Koenig & Strey agent.



UNDERSTANDING AGENCY RELATIONSHIPS

BUYER'S AGENT

A buyer's agent represents the buyer during the home buying process. The buyer's agent has a fiduciary responsibility to represent *only* the home buyer's best interest in all aspects of the home buying transaction.

SELLER'S AGENT

A seller's agent represents the home seller. They may assist the buyer, but do *not* represent the buyer and must place the interest of the home seller first. The buyer should *not* tell the seller's agent anything the buyer would not want the seller to know because a seller's agent *must* disclose to the seller any material information known to the agent. The listing agent is the seller's designated agent.

DUAL AGENT

A dual agent has a responsibility to represent both the buyer and the seller ethically and honestly, safeguarding the confidentiality of both clients.

