



Why Choose A Buyer Representative?

Until recent years, real estate agents always represented the seller, not the buyer, in real estate transactions. Even the real estate agent who drove you from house to house looking at properties was not necessarily working on your behalf. By law, the agent was always required to get the highest price and best terms possible - FOR THE SELLER.

Market developments and legislative efforts caused this practice to change in the 90's, and more and more real estate agents and companies are offering to represent the buyer in the real estate transaction. You can now have an agent specifically committed to representing you, from the initial selection of properties, to the contract negotiations, to the settlement table.

More than one million people in the United States are licensed to sell real estate. Of those licenses, very few are exclusive Buyer Representatives. Consumer advocacy groups have endorsed such representation, and licensing laws in virtually every state are now being reformed to enable and encourage representation for the buyer.

In Texas, the law requires for disclosure to take place by the real estate broker regarding agency relationships and who the broker represents in the transaction (See *Information About Brokerage Services* form). You may want to choose "buyer representation", and you may also be considering entering into a "Buyer Representation Agreement" between you and your broker. This agreement spells out the specific terms and conditions of your relationship with your broker/agent, and can effectively allow the best representation for you.

If a broker currently represents a seller in the "listing" of the property that you may be interested in, you may still work with that broker/agent as an "intermediary" between the parties in the transaction. This will require written consent of each party to the transaction, and the broker is required to treat each party honestly and fairly and to comply with the Texas Real Estate License Act.

At Hirschi Realtors, we give you a choice. We offer Seller Representation, Buyer Representation, and we will act as Intermediaries when necessary. We want you to know that the choice is yours whether you're a first time buyer or an experienced buyer, and that we always have your best interests in mind as you select a home.