

# What is a Real Estate Buyer's Agent?

A real estate buyer's representative/agent represents the consumer who is purchasing property in a real estate transaction. This agent owes full fiduciary responsibilities, duties, and loyalty to the real estate buyer. The buyer's agent works for the buyer and has that person's best interests in mind throughout the real estate transaction process.

The buyer's agent is compensated by the seller. The sales commission is split between the buyer's and seller's agents based on the selling price of the property.

## The seller pays the buyer's agent fees. Here's why:

As a consumer, how often do you buy real property? Once, three, ten times in your lifetime? Purchasing real estate is a complex and major transaction with many details to be handled. In the majority of cases the seller will be represented by an agent. Wouldn't you want to have complete and fair representation in the real estate transaction?

The real estate buyer's agent is responsible for protecting her client's best interests. Research by the NATIONAL ASSOCIATION OF REALTORS® has shown that when a buyer's agent is used, the buyer found their home one week faster and examined a minimum of three more properties than those consumers who did not use a buyer's agent.



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