



Ask the Realtor:

What is a Dual Agent?

In real estate, you are either buying or selling. A buyer will typically have a Buyer's Agent. A seller will typically have a Seller's Agent. But, if a Real Estate Agent represents both the buyer and seller of the property, they are a Dual Agent. It is important to understand the different roles a Real Estate Agent can play in the transaction.

A Buyer's Agent, owes their allegiance to the buyer. They must follow the buyers wishes and keep confidential anything the buyer tells them that may affect the sale of the property. The buyers interest always comes first.

A Seller's Agent owes the seller their loyalty and confidentiality. The agent puts the sellers interest first when negotiating the best price and terms of the sale. Even if it is not in the best interest of the Real Estate Agent.

A Dual Agent must be disclosed to both parties. As a result, the Real Estate Agent cannot put either the buyer or seller's interests first. They will work to find the best outcome for both buyer and seller.

If you are a buyer and do not have an agent, you can accept a dual agent relationship, but the Real Estate Agent must provide full disclosure and both the buyer and seller must consent in writing. You can decline a Dual Agent and find a Buyer's Agent to represent you.

Spending Your Christmas Money?

We all know about "after Christmas shopping" when lights, stockings, decorations and wrapping paper get marked down to 50% off. But what else can you expect in January for bargains?

Home Sales - Inventory is traditionally low at this time, and it is a great time to buy. Empty houses still on the market are crying for an offer (no owner wants to heat an empty home). And some buyers just don't want to deal with snow and cold weather. That's less competition for the homes that are available.

January White Sales – Need new sheets, pillow cases or towels? January is the time to refresh your bedding and bath towels. Check out the bigger department stores (Macys, JC Penny) for the larger discounts.

Hire a Painter – It's too cold for Painters to paint outdoors. With limited jobs, you can afford to hire a Pro to freshen up that kitchen, bathroom or living room at winter pricing.

New Flooring - Now that the holidays are over, the demand to have your home ready for the relatives has passed. Flooring demand is lower and inventory needs to be cleared out for the new look of the year. Look for discounts on flooring or carpeting this month.

Gym Memberships – Almost all of us have resolved to lose weight in the new year at one time or another. Check out your local gym for memberships. They have been known to waive sign-up fees and/or offer a free month or two for new members in January.

If you are considering buying or selling, let's work together and make it a reality.

Linda Kadlik

978-870-5774

lindakadlikmoves@gmail.com