

When an Agent Sells His Own Listing, Should the Buyer Be a 'Customer' or 'Client'?

The Colorado Real Estate Commission (CREC) takes our relationships with buyers and sellers very seriously. There are three kinds of relationships:

REAL ESTATE TODAY



By **JIM SMITH**,
Realtor®

Agent, Transaction Broker and Customer.

Technically speaking, only the first two of these are relationships because a "customer" is a person with whom the agent has no relationship.

The distinction between these three relationships becomes important when a listing agent "double ends" a transaction — that is,

when the agent sells his listing to a buyer who does not have a buyer's agent.

The CREC does not have a preference as to which relationship exists, but only that the relationship be disclosed to both parties.

At Golden Real Estate, our policy is to treat a buyer as a "customer" unless there is a bona fide pre-existing client relationship with the buyer.

This policy is not embraced by all brokerages or by all agents. This may be because the listing agent wants to "capture" the buyer in case the buyer does not succeed in buying that particular listing. So, instead of presenting the buyer with a disclosure that he/she is a "customer," the listing agent may get the buyer to sign a buyer agency agreement and then present both buyer and seller with a disclosure that the agent is now a transaction broker — that is, a neutral facilitator of the transaction, not serving the interests of either party over the other.

At Golden Real Estate, we don't think it's fair or right for the listing agent to abandon his seller's best interest so readily. To require that the buyer be treated as a "customer" does run the risk that the buyer will find another agent to represent him, which would greatly reduce the commission earned by the listing agent. That's because the listing commission — typically between 5 and 6 percent — is split between the listing agent and the buyer's agent.

My personal solution is to offer a reduced commission for the seller when I sell the listing myself and to offer totally free moving — truck, gas, labor, boxes — to the buyer if he or she chooses to be unrepresented. This makes it a win-win for all.

2308 Fossil Trace Drive — Open Sunday 1-4 pm



Listing agent David Dlugasch will hold open this 5-bedroom, 4,803-SF home backing to a golf course open on Sunday, June 26, 1-4 pm. Call David at 303-908-4835 for more info.

This Week's New Listings from Golden Real Estate

Walk to Trailheads, Downtown Golden & School of Mines

Built in 1949, this home at 1814 19th Street in Golden's Beverly Heights has the charm and character of an older home combined with many updates, including a completely remodeled cook's kitchen and newer carpet and paint. This home also has one of the largest lots in Beverly Heights — over 1/4 acre. Its 1,870 finished square feet includes three bedrooms, two baths, and two wood-burning fireplaces. The quiet backyard is like a country retreat! The 726-square-foot 2-car garage includes a spacious workshop which you see to the left of the garage in this picture. Treat yourself to the narrated video tour, including aerial drone footage of the home and surrounding neighborhood at www.BeverlyHeightsHome.com, then come to our open house Saturday, 10 a.m. to 1 p.m.



Apple Meadows Tri-Level Has Oversized 2-Car Garage



This home at 5967 Dunraven Street, just listed by broker associate Jim Swanson, is a well-maintained and updated tri-level home in highly desirable Apple Meadows, a couple miles north of the City of Golden. Its 1,332 sq. ft. of living space includes 3 bedrooms and 2 full bathrooms. You'll love the oversized 2-car detached garage with workshop area. The private back yard and patio area are great for entertaining. You'll appreciate the easy access to hiking/biking trails and all that Golden has to offer. Quick possession is possible. Take a narrated video tour at www.AppleMeadowsHome.info,

then come to the open house this Saturday, June 25th, 11 a.m. to 2:30 p.m. Or call Jim Swanson at 303-929-2727 for a private showing.

Looking for Affordable? Try This Townhome for \$116,000!

This townhouse at 1662 S. Blackhawk Way #A in Aurora is a great low cost option to get started in real estate. The two-story 1-bedroom, 1-bath, 700-sq.-ft layout has recently been updated with new paint and new carpet and includes a reserved parking spot right next to the unit. The HOA dues are \$242 per month, which includes insurance, water & sewer, trash removal, snow removal, exterior maintenance, grounds maintenance and a swimming pool! The location offers easy access to I-225 at Mississippi. Listed by Broker Associate Chuck Brown, 303-885-7855. You can take a narrated video tour at www.AuroraTownhome.info, then call Chuck or your agent for a private showing!



All Agents Are Certified EcoBrokers®

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