

Instructor and Course Search

Understanding and Explaining Agency to Client

Course description	<p>Many buyers and sellers do not understand how they are represented in a real estate transaction. The term “agency” is used in real estate to help determine what legal responsibilities your real estate professional owes to you and other parties in the transaction. There are agents, and then there are agents. Yes, it sounds confusing. That’s because the term “agent” is often used in a casual manner, referring to any real estate practitioner. However, agent also refers to someone with whom a customer has established a formal agency relationship- someone who represents their best interests in a real estate transaction and owes that client fiduciary responsibilities. Students will learn the nature of the agent/client relationship including fiduciary responsibility and how to handle confidential information.</p>
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Course number	35497
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Hours	3.0
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