



## Responding to “I Only Want to Work With the Listing Agent”

Most real estate transactions occur between a buyer’s agent and a seller’s agent, or listing agent. Despite this, one of the most common objections buyer’s agents come across from interested buyers is “Are you the listing agent? I only want to work with the listing agent.”

Here are some suggested ways to respond to this objection and showcase your value to the buyer.

### Short and sweet

That only works if you trust the agent to be unbiased and treat you equally to the seller, who they are representing and may have known for some time.

The listing agent may have a lot of information about the property, but their job is to get the highest price for the seller, whereas mine is to get the best deal for you.



## State the facts

Your buyer's agent will represent your best interests, negotiate on your behalf, and help you navigate the NYC buying process. The listing agent, on the other hand, has a responsibility to the seller.

It's tempting to think you'll get a better deal without a buyer's agent because the seller may not pay as much in commissions, but remember that the listing agent is still aiming to get the highest possible price for the *seller*.

If there's something wrong with the property or the price is unreasonable, in most states, your buyer's agent has a fiduciary duty to tell you so. The same is not true for the listing agent.

## Make a metaphor

Imagine going to court and having the opposing party's attorney also represent you.

## Showcase your value

I've done several deals in this [building/neighborhood], giving me the knowledge to advocate for you and get you the best possible deal.

In addition to price, I'll negotiate with the seller on the timeline, financing, closing costs, and more. I can also help you evaluate homes with factors in mind you may not think of, like resale value, renovation costs, and the property's history.

Of all the purchases you'll make in your lifetime, a home is probably the most expensive one. Wouldn't you want to have someone representing you? The listing agent will act in the seller's best interests.

I've had clients think they'd get a better deal by not working with me, but by negotiating with the seller on your behalf, I'm determined to get you the best possible price.