

# Don't use multiple agents when searching for house

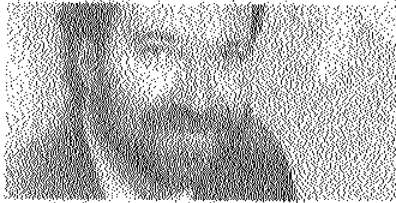
Dear David: We are starting to look for our first house. Is it better to have three or four agents searching for homes we might want to buy or to work with just one?

Dear reader: It's usually best for buyers to have only one agent or broker searching for properties on their behalf.

You should interview at least three or four agents before your home hunt begins. The interviews should help you determine which sales professional has the deepest knowledge of the local market and will make you feel the most comfortable when talking about your plans.

Once you've found such an agent or broker, it's best to work with him or her exclusively. There's no reason to supplement your home-buying efforts by using others, in part because nearly all agents have access to the same listings. The agent you choose should be able to show you every property that fits your budget and personal preferences.

If you have three agents looking at homes for you, you might wind up looking at properties you don't like three



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different times — thereby wasting countless hours and adding several weeks to the process.

Also remember that most agents still work on a commission basis, which means they won't collect a nickel for all the time they spend working for you if you don't eventually purchase a home with their assistance.

And if a good agent knows you're working with others who are trying to get the same commission, he or she won't necessarily give you a 100% effort in helping you find the best property and negotiate the best deal, because there's no guarantee of getting paid for all the hard work.

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