The Single Agent

The single agent practices single agency.

Single agency is an agency arrangement in which one agent represents one party in a real estate transaction.

So long as a brokerage chooses to practice single agency, they are saying that they represent ONLY one side in a given transaction. (Though a brokerage will certainly represent more than one client at a time.)

And because agency relationships are created at the broker level, the principal of the single agent is represented by ALL agents sponsored by the broker in that brokerage. That's a whole lot of representation!

Reducing Conflict

Single agency is a popular form of agency because there are very few conflicts of interest or areas of confusion — particularly as compared to dual agency.

Who They Represent

As mentioned, the single agent represents only one party to the real estate transaction. This party could be a:

- Buyer
- Seller
- Landlord
- Tenant

The good ol' single agent is faithful to the very end. They represent the traditional approach to real estate transactions and provide the "singular" benefit of a clear agency relationship.

The single agent works *for* the client and *with* the customer.

This agency relationship should be **documented in writing with either a listing agreement or a buyer representation agreement**, depending on which side the single agent represents.

Scenario: The Poodle Rescue

Alejandra is looking to buy a new parcel of property to start a poodle rescue. She meets with Broker Clark and enters into a buyer representation agreement in writing.

Within days, Broker Clark helps Alejandra find the ideal location for her poodle rescue. Clark helps Alejandra craft an offer that is accepted by the seller, which is followed by a successful closing on the property. Hot dog!

This scenario is a great example of a single-agency transaction wherein Broker Clark, serving as Alejandra's exclusive buyer agent, performed his fiduciary duties to perfection.

Does this make Broker Clark a "Fido-ciary"? Don't answer that.