



YES, IT'S VERY IMPORTANT TO HAVE REPRESENTATION
Most sellers utilize a listing agent when listing their property.

Listing agents are required to put the sellers interest ahead of yours as a buyer. They're actually required to inform sellers of things that could hurt you during the transaction like you're willing to pay more for the property than offered and other potentially damaging details.

It also won't usually save you any money as a buyer to work directly with the listing broker because the majority of the MLS listings are listed as what's called non-variable commission listings. This means the seller will pay the same amount of commission whether you have your own buyer representative or not so there's typically no savings in going direct to the listing broker.