

# KEY PROFESSIONALS in a Real Estate Transaction

*Who will you be working with?*



## REAL ESTATE AGENT

A real estate agent is licensed by the state to represent parties in the transfer of property.

## LISTING AGENT

A listing agent forms a legal relationship with the homeowner to sell the property and list it in the MLS.

## BUYER'S AGENT

A buyer's agent works with the buyer to locate a suitable property and negotiate a successful home purchase.

## HOME INSPECTOR

A home inspector provides a comprehensive analysis of a home's major systems and components.

## LOAN OFFICER

A loan officer is a representative of a bank or other financial institution that helps customers identify their borrowing options and understand their loan terms.

## APPRAISER

An appraiser works on behalf of a lender and provides a market analysis of the subject property. Their findings are subjective and combined with market findings of sold properties within the surrounding neighborhood.

## INSURANCE AGENT

An insurance agent helps a homebuyer determine the homeowner's protection coverage needed and then finds the right insurance policy to fit those needs.

## REAL ESTATE ATTORNEY

A real estate attorney can give advice on all legal aspects of the real estate transaction. Additionally, they are able to draft and review contracts, help decide how to take title and assist with the closing process.

## ESCROW/CLOSING OFFICER

An escrow or closing officer is a non-biased third party who works with all participants to facilitate a successful closing of a real estate transaction. At closing, the closing officer will collect the purchase money funds from the buyer and lender as well as the settlement costs from each party. They disburse the funds in accordance with the closing documents and record the necessary documents to transfer ownership of the property.

## CLOSING/SETTLEMENT/TITLE AGENT

These agents perform a property title search to ensure a clear title so a title insurance policy can be issued. In some states, they facilitate the transfer of real estate.