

Working with your Realtor when looking for a home

	<u>Buyer Client-</u> <i>work for YOU</i>	<u>Buyer Customer-</u> <i>work for Seller</i>
<u>Confidentiality</u>	All info <i>private</i>	All gained info will be <i>shared</i>
<u>Buyer's Needs</u>	Obligated to pay full attention to all buyer's needs. Can include arranging financial, timing, motivation, etc.	Not obligated to satisfy any particular needs other than to deal fairly, honestly and with integrity.
<u>Full Access</u>	Responsibility to ensure buyer has access to entire market.	Sales rep. acting as a sub-agent with no obligation to the Buyer.
<u>First Opportunity</u>	Client will have 1 st access to all new info	May have access to all, only after clients have been given 1 st opportunity.
<u>Educating the Buyer</u>	Sales rep. assists client in making objective comparison of all competing properties in order for the client to make an informed decision as to the value of the property in question, and to make an offer accordingly.	Obligation of Sales Rep. to present comparable facts that protect and enhance the value of the property in question.
<u>Price</u>	Sales Rep. presents all sales stats for client to make informed pricing decision.	Sales Rep. presents info to support the Seller's price.
<u>Clauses</u>	Sales Rep. to provide protective clauses to the client	Sales Rep. to negotiate clauses for best interest of the Seller.
<u>Financing</u>	Sales Rep. obligated to assist client in finding best financing.	Obligation is to write clause geared towards the Seller
<u>Negotiating</u>	Sales Rep. obligated to provide negotiating strategies and techniques for client	Obligated to the Seller

Agency

Single Agency:

The Sales Representative will represent **either** the Buyer **or** Seller and provide customer service to the other party.

Dual Agency:

The sales Representative will represent **both** the Buyer and the Seller.

- Pricing is confidential, Price Buyer should offer or Seller should accept.
- Motivation of personal information is confidential unless instructed in writing by the party involved or unless failure to disclose would constitute fraudulent, unlawful, or unethical practice.
- All terms of the offer is confidential.

We wish you all the best with the sale of your home, because we know what your home means to you and we will be there for you throughout this process.