

Excerpt taken from the brochure "Working with a Real Estate Agent"

Realtors work within a legal relationship called agency. The agency relationship exists between you, the principal, and your Agent, the company under which the individual salesperson who is representing you is licensed. The essence of the agency relationship is that the Agent has the authority to represent the principal in dealings with others.

Agents and their salespeople are legally obligated to protect and promote the interests of their principals as they would their own. Specifically, the Agent has the following duties:

- 1) **Undivided loyalty.** The Agent must protect the principal's negotiating position at all times, and disclose all known facts which may affect or influence the principal's decision.
- 2) **To obey all lawful instructions** of the principal.
- 3) An obligation to **keep the confidences** of the principal.
- 4) To **exercise reasonable care and skill** in performing all assigned duties.
- 5) To **account for all money and property** placed in the Agent's hands while acting for the principal.

You can expect competent service from your Agent, knowing that the company is bound by ethics and the law to be honest and thorough in representing a property listed for sale. Both buyer and seller can be represented by their own Agents in a single transaction.

How Agents Get Paid

In most cases properties offered for sale by members of the real estate industry have a commission or fee for service that the seller has agreed to pay to the Listing Agent.

The Listing Agent traditionally shares this commission/fee with the Cooperating Agent. This commission/fee may vary.

Some cases may exist where a seller requires the Agent's fee (or portion thereof) to be paid by the Buyer. As this may be a significant impact in your purchase, we will keep you informed on such cases.

As a Represented Buyer, you should have a clearly defined representation agreement with your Buyer Agent. Our Buyer Agency Agreement clearly states that we represent your best interests, how much our portion of fees will be, and how that fee will be paid.

We'd be happy to explain this in more detail at any time.