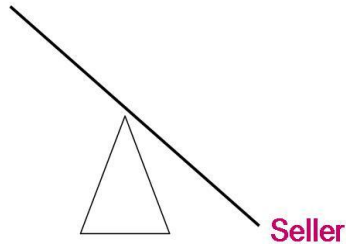


UNDERSTANDING AGENCY...

Who Works for Whom?

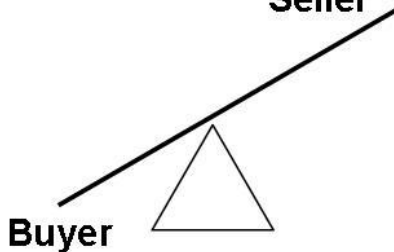
Buyer



SELLER AGENCY (SINGLE AGENCY)

- Agent will represent the **best interests of the seller**
- Agent will owe the seller fiduciary duties
- Agent must give the buyer all material facts so that the buyer can make an educated decision

Seller

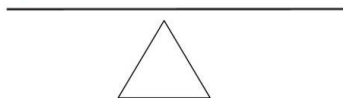


BUYER AGENCY (SINGLE AGENCY)

- Agent will represent the **best interests of the buyer**
- Agent will owe the buyer fiduciary duties
- Agent must give the seller all material facts so that the seller can make an educated decision

Buyer

Seller



TRANSACTION BROKER (DUAL AGENCY)

- Agent owes **BOTH buyer and seller fiduciary duties**. Agent represents **both the buyer and the seller equally**
- Agent's objective is to get a mutually satisfactory agreement among all parties
- Agent gives all options to the buyer and the seller
- Depending on the local market, all parties may be present at contract presentation to negotiate on their own behalf
- All parties have confidentiality. Agent may do nothing to the detriment of either the buyer or the seller
- Both the buyer and the seller have a right to counsel. Before making any decisions, both parties have the right to seek family, religious, legal, or financial counsel.

In all relationships, as your Realtor,
we have a duty to act honestly with
both the buyer and the seller.