

## OUR COMMITMENT TO YOU WHEN SELLING

As we work with you in the sale of your home we will:

prepare a Comparative Market Evaluation to establish an appropriate marketing price

provide an overview of the current market conditions

develop a marketing plan suitable to achieve the goals for selling your home

advise on preparations that should be done to obtain the greatest return

provide an estimate of the costs involved in the sale

prepare the listing agreement and explain how we will work together

submit the listing information and photos to the MLS® system

provide a professional for “sale sign” for posting in front of the home

provide a secure lock box with a key to be used for showings

prepare and submit or distribute all advertising

create a feature sheet for showings, open houses and distribution

pre-screen and show your home to potential buyers

arrange appointments for all showings done by other agents

arrange and host an open house if considered beneficial

negotiate all offers with your best interest in mind and to obtain the best price

ensure all documents are completed and delivered to the respective parties

schedule appointments and provide access for inspections, appraisals etc.

assist with any unforeseen issues that arise following the sale

provide suggestions for other professionals involved in the sale such as solicitors, contractors, moving companies

Our commitment to you includes always representing your best interests as we guide you through all transactions. As our clients, we represent you in negotiations and are responsible for the actions and representations made on your behalf.

***We will apply our experience and negotiating skills to ensure all offers are dealt with in keeping with your particular circumstances We are skilled at using strategies of negotiation that prove most effective.***

## Our Professional Associations

To be a member of WinnipegREALTORS® and have access to the MLS® system all REALTORS® must also be members of the provincial and national associations. In Winnipeg, the MLS listing contract establishes that commissions are paid by the proceeds the seller receives from the sale of a listed property.

As members of The Canadian Real Estate Association CREA® we are required to follow their Code of Ethics and Standards of Business Practice which serves to protect the buying and selling public.

As members of the Manitoba Real Estate Association MREA we are governed by their Salesperson Duties and Obligations.

## Salesperson's Duties and Obligations

Once an Agent/Client relationship is formed, the salesperson and his/her real estate firm are required to protect and promote your best interests in the transaction as they would their own. The following outlines some of their duties arising out of an agent/client relationship in a typical real estate transaction:

- 1. Loyalty:** To serve your best interest ahead of anyone else's, including their own and at all time to exercise good faith and to disclose all known facts and information which may influence your decision.
- 2. Obedience:** To follow all of your lawful instructions.
- 3. Discretion:** To keep confidential your private circumstances, motivations, and confidences which you shared with the salesperson or which the salesperson or the real estate firm has learned.
- 4. Competence:** To exercise reasonable care and skill in performing all assigned duties.
- 5. Accounting:** Be accountable for all money, deposits, or other property entrusted to them.

## Types of Agency Relationships

### Agency Disclosure

All REALTORS® are required to disclose to all parties concerned who it is they are representing in a real estate transaction, i.e., seller or buyer.

### Agent represents one Party:

It is generally understood that whether selling or buying, the salesperson and his/her real estate firm that you engage and rely on for representation has formed an agency relationship with you. It is assumed, that unless the parties otherwise agree, the salesperson and the firm representing the seller is the seller's agent and the salesperson and the real estate firm representing the buyer is the buyer's agent.

### **Agent Represents Both Parties:**

It may arise that your salesperson and his/her real estate firm also represents the potential purchaser of your home. This may occur (even though the salespeople are different persons) when both salespeople are employed by the same firm. When this occurs, a conflict of interest arises and the real estate firm can only continue to represent both parties when both parties consent to the joint representation and acknowledge the impact that the joint representation will have on the agent's duties. You will be asked to sign an Acknowledgement of Limited Joint Representation and your REALTOR® will explain the terms of the agreed limits of the agency duties.