

# What you need to know and do when working with your REALTOR®

## 1. How your Realtor gets paid:

- Your Realtor **only** gets paid if you successfully complete a real estate transaction with them. This can take years; don't feel bad, it's what we do.
- The commission that Realtors (both Buyer's and Seller's Agents) receive is determined in the Seller's listing contract. This means that **all the commission is paid by the Seller**.
- **You will be disclosed** the amount your Realtor will be paid when writing an offer on a property.

## 2. Make sure your Realtor gets paid:

- Realtor politics can **severely decrease** the amount of commission a Buyer's agent is entitled to receive or even **eliminate** it all together, and this happens when Buyers forget to:
- Make **all** showing requests and appointments through your Realtor. You are never bothering them!
- When going to Open Houses without your Realtor let the Agent at the Open House know right away that you are working with a Realtor, and even better would be to **leave your Realtor's card** with them.

## 3. There are 3 kinds of Agency:

- **Designated Agency- This is the only kind of Agency you want.** This is where your Realtor represents and protects only you during real estate transactions.
- **Customer Relationship-** This is where a Realtor doesn't represent you. They only protect you to point they are **legally obligated** to protect the public from harm. This means disclosing only what they have to and being honest when you ask questions.
- **Limited Dual Agency-** This is where a Realtor represents both parties to a transaction. **Doesn't make sense right?!** In very few instances and circumstances is this the best option.

## 4. Designated Agency Realtors are under a duty of care to you:

- Your privacy is protected by **law**.
- At all times we must think about and do what is beneficial **for you** before anything else.
- We **must** follow all legal instructions from you.
- We must discover and disclose **any** imperative facts.

**5. If you don't know, ask!**

- There is lots of confusing terminology and legal jargon associated with real estate. If you aren't sure what something means, ask.
- Familiarize yourself with the terminology. When I start asking you when you would like completion to be and how much you want for a deposit it is very important that you know what those things are and how they happen.

**6. Be specific and honest**

- The best way for your Realtor to successfully help you is for you to be specific and brutally honest about what you want how you feel.