

AGENCY RELATIONSHIP... who's working for you?

If you are a Client...

If you are a Customer...

DURING THE QUALIFICATION PROCESS:

Confidentiality: Any information you tell me will remain confidential.

Buyer's Needs: I will pay full attention to all of your needs. This can include, but is not limited to, financial, time, motivation, familial etc.

Any information you tell me will be shared with the seller to enhance their negotiating position.

I am not obligated to satisfy any particular needs other than dealing fairly, honestly and with integrity towards you.

DURING THE HOME SELECTION PROCESS:

Full Access: It is my responsibility to thoroughly investigate all properties on your behalf. This can include, but is not limited to, private sales, expired listings, properties listed exclusively etc.

I am under no obligation to investigate all properties on your behalf.

DURING THE HOME SHOWING PROCESS:

Educating the Buyer: I am required to supply you with objective comparisons of all competing properties, comprehensive enough for you to make an informed decision as to the value of the property in question, and to make an offer accordingly.

I am obligated to supply you with property comparisons that protect and enhance the value of the seller's property.

DURING THE HOME BUYING PROCESS:

Price: I will present all sales statistics in order for you to make the most informed pricing decision, irrespective of the seller's asking price.

Clauses: I will provide counseling on protective clauses for you. Some examples may include, but are not limited to, financing, home inspection etc.

Financing: I will assist you in finding the best financing available for you.

Negotiating: I will provide negotiating strategies and techniques that are in your best interest.

Previous Offers: I am required to share all known details of previous unsuccessful offers, or any other information that strengthens your negotiating position.

Personal Information: I am required to disclose any information I may have about the seller that may affect your offer. This can include, but is not limited to, the price the seller is willing to accept, a price that has already been accepted or rejected, the motivation of the seller etc.

I am obligated to provide price information to you that supports the seller's listing price.

I am obligated to negotiate clauses that are in the best interest of the seller.

I have no obligation to assist you with financing.

I am obligated to provide the seller with negotiating strategies and techniques that are in the seller's best interest.

I am required to share knowledge of previous negotiations you have been in, enhancing the seller's position.

I am required to disclose any information I may have about you that may enhance the seller's position. This can include, but is not limited to, the price you are willing to pay, your motivation, etc.



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