

# New HOMES & condos for sale

## Match your service needs with your agent's duties



By Ronn James

Agency disclosure is a hot topic with every real estate practitioner in town. The term 'agency disclosure' refers to the fact that a real estate agent must tell you up front who he/she is working for. Until recently, all agents worked for the person selling a home. Even if you phoned an agent and asked him/her to find the perfect house for you, technically that agent was working for the seller - and you probably didn't know it.

New rules state that the agent you have contacted must make it clear to you, in writing, who she/he is

working for. Recent changes in the real estate industry also mean there are buyer-brokers in town - these are brokers who work exclusively for the buyer. If this is the case, the agent must disclose this to you up front. Either way, there are some questions you should ask an agent before making a decision on who to hire to represent you. Here is a checklist.

If you are working with a buyer-broker, all of the services mentioned in the checklist will be provided to you.

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Services and Duties	Seller's Agent	Buyers
Arrange property showings:	✓	✓
Provide buyer's checklist:	✓	✓
Provide property data:	✓	✓
Deliver offer documents:	✓	✓
Monitor closing:	✓	✓
Prepare a property value study:	X	✓
Provide access to entire market— both listed and unlisted property:	X	✓
Promote and protect buyer's best interests : and advise the buyer:	X	✓
Negotiate the best price and terms for the buyer:	X	✓
Point out reasons not to buy:	X	✓
Keep buyer's bargaining position confidential:	X	✓
Assist in writing the offer with the buyer's best interest in mind:	X	✓
Research property for liens, mortgages and original purchase price:	X	✓
Provide anonymity if needed:	X	✓
Put buyer's interest first during the entire buying process:	X	✓