



## Representation vs No Representation

	Client-Level Service (when you are represented)	Customer-Level Service (when you are NOT represented)
Honesty	√	√
Disclose Known Property Condition	√	√
Deposit Earnest Money	√	√
Undivided Loyalty	- √	
Confidentiality	√	
Full disclosure	√	
Price counseling	- √	
Negotiate on your behalf	√	
Work for you	- √	
Protect your best interest	√	

### In Either Situation:

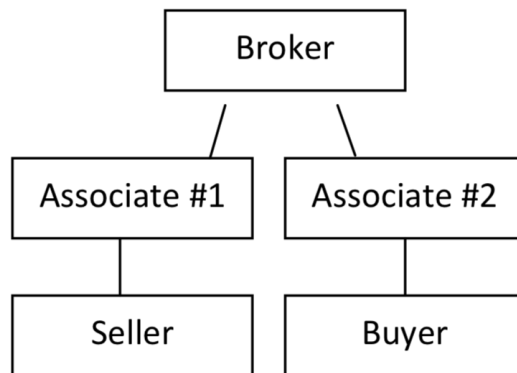
1. May not disclose to the buyer that the seller will accept a lower price without seller's written authorization
2. May not disclose to the seller that the buyer will pay a higher price without buyer's written authorization
3. May not disclose confidential information gained through the course of an agency relationship

(See Information About Brokerage Services Form for further explanation)

What it means for you...

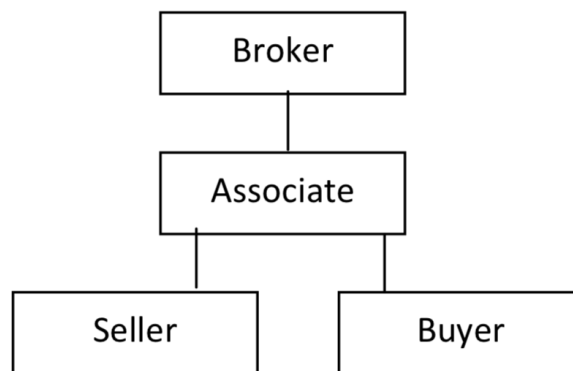
# Intermediary Relationships

## With Appointments



**With Appointments**  
(advice and opinion given to both parties)

## Without Appointments



**Without Appointments**  
(NO advice or opinion to either party)