



Southeastern Residential is committed to providing professional real estate services to our clients, customers, and the general public. At Southeastern Residential, we want to clarify any questions you may have relative to representation and the level of service you deserve as either a client or customer at our firm. Our company policy relating to the Brokerage Relationships in Real Estate Transaction Act, as known in Georgia as BRRETA, is as follows:

Southeastern Residential brokerage policy is to represent sellers in the sale of their home, and the buyer in the purchase of their home. Southeastern Residential may also practice dual agency with the written consent of all parties.

Dual Agency would occur when a Southeastern Residential Licensee (your agent), as a representative of the broker, represents both the seller and the buyer in the same transaction. Under Dual Agency, our relationship of representation would be with both parties. The Dual Agent will disclose all adverse material facts regarding the transaction known to the dual agent to all parties to the transaction except for information that is made confidential by request of another client and that is not allowed or required by law to disclose. The basic goal is the same; the seller wants to sell and the buyer wants to buy, and, we as the agent, wants the transaction to close.

When a Southeastern Residential client that is a buyer purchases a Southeastern listing being represented by another Southeastern agent, **Designated Agency** shall exist. In a Designated agency, one Southeastern agent represents the seller and another represents the Buyer.

You, as a buyer, have the option of working with our company as a client or a customer.

If you as a buyer choose to work with Southeastern Residential as a client, we will represent you as a Buyer Broker. As your Broker, we will provide you information that will aid you in obtaining a property at a price and terms acceptable to you. As your agent, we will discuss property values, negotiating strategies, and personal finances that will remain confidential. Before we can work with you as a client, you must enter into a **Buyer Brokerage Agreement** with Southeastern Residential. This agreement requires you to work **exclusively** with Southeastern Residential in purchasing a property. While it is customary in Georgia for the seller

to pay the commission, this is not always the case. If the seller refuses to pay a brokerage fee to Southeastern as the agent for the buyer, you would agree in the buyer's brokerage agreement to compensate Southeastern Residential if a contract is consummated.

If you choose to work with Southeastern as a **Customer**, Southeastern will either represent the seller or work in the capacity of a **Transaction Broker**, if there is no existing relationship with the seller. As a customer, we can perform ministerial acts for you, the buyer, such as researching and showing you properties acceptable to you. Prepare and present contracts, furnish a list of lenders, closing attorneys, and inspectors needed to assist in the transaction and disclose any known property conditions and defects. As a customer, we could not disclose to you any information that would weaken the position of our client, the seller, in the transaction. Our policy is to always treat our customers fairly. You should not disclose any information you wish to remain confidential.

As a customer, you are not required to enter into a brokerage agreement with Southeastern. However, we do require that you sign a form affirming your desire to be treated as a customer, not a client.

I have read the agency disclosure information provided by my agent _____, an associate of Southeastern. Regarding our working relationship, I agree to:

_____ Sign an Exclusive Buyers Brokerage Agreement

_____ Agree to Dual Agency

_____ Work with Southeastern Residential as a customer

Buyer / Date

Buyer / Date

Broker/Affiliated Licensee / Date