

Interesting reading for property sellers #1

This is an article from my REIQ study module, it's to help sellers understand what agents should be doing and what you as sellers should expect from the agent you choose to sell your property. It's important to be educated and know your rights as the property owner.

Topics will include ethical, legal issues, standard of business practice or PAMD code of conduct and I will include these time to time to help you understand more about what the agent's obligations are to you the seller.

Did you know...

Some agencies have a policy to not conjunct with other agencies? You as the seller hire the agent, so in fact you are the boss as you pay the agent for a service.

Ask these important questions,

1. Do you conjunct with all other agents?
2. What is your conjunction policy?
3. What is your conjunctural rate?

Facts:

- The seller does not pay double commission when the listing agent conjuncts with a 2nd agent.
- The seller has a much higher chance of selling the property in a shorter time when the listing agent agrees to conjunct with all other agents.
- Agents must act in their clients best interest at all times
- the client, not the agent, has the last word on conjunction



Conjunctural sales

Members shall conjunct on properties with other real estate agents except when a client has given written instructions to the contrary. Conjunctural arrangements shall be evidenced in writing and specify the rate of commission, amount of commission and the percentage split, which would be paid if the property were to be sold at the listed or reserve price.

Information direct from REIQ Article 20:

Section 20 of the PAMD Real Estate Agency Practice Code Of Conduct makes it a requirement for an agent to raise the issue of conjunctions with a client at the time of listing the property. At this time you must:

- Disclose your firm's conjunctural policy, and
- Inform the client which agents your firm is willing to conjunct with, and
- The terms and commission apportionment payable

The purpose of PAMD Section 20 and the REIQ Standards Of Business Practice, Article 20 is simple – the client, not the agent, has the last word on conjunction. If the client wishes you to conjunct the listing, then you must agree to this or decline the business.

The PAMD Real Estate Agency Practice Code Of Conduct requires that you act in your client's best interests. It would be rare that a conjunction with another agent in a sale situation would not be in the best interest of the client.

Ethical issue:

Whereas it could be interpreted by some agents that it is not in their own best interests to conjunct, the PAMD Code Of Conduct, section 20 as well as the Standards Of Business Practice, Article 20 state that agents must act in their clients best interest at all times.

I hope this was an interesting read and insightful for those wondering about this topic. Let me know if there is something you'd like to know about and I will try to find the information for you. if I don't have the answer your looking for I will find out and get back to you.

Warm regards, Maddy