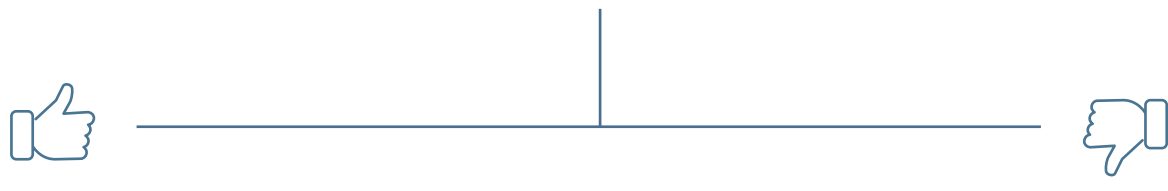




HOW TO DIFFERENTIATE BETWEEN DOUBLE REPRESENTATION AND THE DUTY TO PROVIDE FAIR TREATMENT?

A buyer wants to buy a property I have listed for a selling client with whom I have a brokerage contract to sell.

Do I already have a brokerage contract to purchase with this buyer?



YES

This is double representation which is prohibited.



I MUST

Inform the parties of the situation because I cannot represent them at the same time.

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Advise the buyer to deal with another broker.

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Terminate the brokerage contract to purchase with my current client, in accordance with the regulatory parameters.

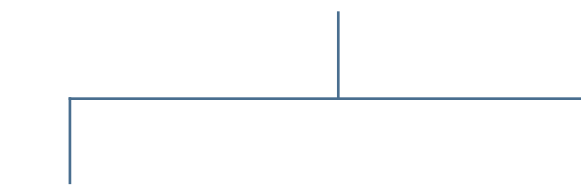
* I will not be able to claim any compensation after the termination of the contract.

NO

This is not double representation, but I must provide fair treatment.



Does this buyer have a brokerage contract to purchase with another broker?



YES

I MUST

Cooperate with this buyer's broker.

NO

I MUST

Advise him that I represent only the interests of my selling client, that I do not represent his interests, but I must treat him fairly.

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Advise him to seek representation by a broker with whom he will sign a brokerage contract to purchase.