



Tara Dibranou ¹

REALTOR® ABR® SRES® AEA

Multiple representation

Multiple representation—means a designated representative or brokerage represents more than one client, with competing interests, in the same transaction.

This can happen in different ways, depending on the type of representation agreement you and the other clients have with the brokerage:

Brokerage representation: Multiple representation exists when the brokerage represents both the buyer and seller in the same transaction, or two or more competing buyers interested in the same property — even when the clients are working with different real estate agents.

Designated representation: Multiple representation exists when the same real estate agent is the designated representative for both the buyer and the seller in the same transaction, or for two or more competing buyers interested in the same property.

Multiple representation is not permitted unless each of the clients involved agrees. You should seek independent professional advice (for example, from your real estate lawyer) before proceeding.

The brokerage or your designated representative has a duty to promote and protect your best interests and avoid conflicts of interest. If your brokerage or designated representative enters into an agreement with another client who has an interest in the same property as you, this places both clients in multiple representation.

THE LIFESTYLE YOU DESERVE



TARADREALTOR.CA



TDIBRANOU@GMAIL.COM



705.731.9802

Multiple representation

Multiple representation introduces risks you and the other client should consider. It's important to understand the risks.

If you agree to multiple representation, the brokerage or designated representative:

- Must treat each of the clients involved in an objective and impartial manner;
- Cannot maintain undivided loyalty to you or promote and protect your interests over the interests of the other client; and,
- Cannot offer advice to you about such things as the price you should offer or accept or terms that should be included in an agreement of purchase and sale.

What to expect before you agree to multiple representation

The brokerage is required to provide you with a written disclosure that explains:

- how the brokerage's duties or the designated representative's duties to you will change;
- the differences in the services you will receive; and,
- any change to how much you pay the brokerage.

Until this information is disclosed in writing to all clients in the transaction, and they all agree in writing, the brokerage or designated representative cannot take any further steps on behalf of any of the clients.

THE LIFESTYLE YOU DESERVE



TARADREALTOR.CA



TDIBRANOU@GMAIL.COM



705.731.9802