

# WISCONSIN STATE LAW & YOUR REALTOR®

*Wisconsin allows buyers to choose how their agent works for them.*

You can choose to have me work as a buyer's agent or as a seller's agent. State law says, by default every agent represents the seller. Even though your agent shows you 10 houses, writes & negotiates your offer, he must have the seller's best interests in mind even though he has probably never even met the seller. *As your buyer's agent*, I represent you and negotiate with your best interests in mind. I can also show you a properties MLS history, how long it has been on the market, any price reductions it may have had. As a buyers agent I can also show you what neighboring properties have sold for and suggest an offer price. I can even make you aware of reasons for buying or not buying a specific property.

<b>DUTIES OF REAL ESTATE AGENTS IN WISCONSIN</b>	
<b>DUTIES OWED TO ALL PARTIES</b>	<b>DUTIES OWED TO CLIENTS</b>
Fair & Honest Treatment	Fair & Honest Treatment
Reasonable Care & Skill	Reasonable Care & Skill
Provide Accurate Market Condition Information – <i>When Asked</i>	Provide Accurate Market Condition Information – <i>When Asked</i>
Disclosure of Material Adverse Facts	Disclosure of Material Adverse Facts
Confidentiality	Confidentiality
Safeguard of Funds or Property	Safeguard of Funds or Property
Objective Presentation of Offers	Objective Presentation of Offers
	<i>Provide Information &amp; Advise – When Requested</i>
	<i>Disclosure of Material Information</i>
	<i>Obedient to the Buyers Needs</i>
	<i>Negotiate on the Buyers Behalf – Unless Waived</i>
	<i>Loyalty to the Buyers Interests</i>

Simply put, without a buyer agency agreement you're on your own when purchasing your single largest possession because your agent is representing and negotiating in the best interest of the seller. ***For 99% of all buyers, a buyer agency agreement costs you nothing because sellers pay the commission.*** Remember, there isn't anything your seller wants more than to have you on your own when purchasing their house. Protect yourself and have representation when buying your next home!



**If you're looking to purchase a new home,  
look for an agent with the ABR® designation.**



Why should you look for the ABR® designation before looking for a home? These three letters after your agents name tell you that you will be working with an accredited buyer representative who is committed to your best interests. The ABR® designation is awarded by REBAC to those few REALTORS® who have met the specific educational and experiential criteria needed to provide the high level quality service required by REBAC (Real Estate BUYER'S AGENT Council). Less than 2% of all agents have this accreditation.

**WORKING WITH A AGENT WHO REPRESENTS YOU  
HAS MANY ADVANTAGES . . .**

<b>Services &amp; Duties Provided</b>	<b>Buyer's Agent</b>	<b>Seller's Agent</b>
Arrange Property Showings	X	X
Provide Accurate Market Information – <i>When Asked</i>	X	X
Explain forms & agreements	X	X
Monitor escrow & closing	X	X
Offer you advice	X	
Promote & protect your best interest	X	
Assist in writing the offer with your best interest in mind	X	
Negotiate the best price & terms for you	X	
Point out reasons not to buy a property by pointing out the negative aspects of the property	X	
Pass on information that may enhance your bargaining position	X	
Help determine an offer price by providing a CMA along with the agents opinion	X	

*Effective July 1<sup>st</sup>, 2006 Wisconsin is a Designated Agency state. If you consent to multiple representation with designated agency you now receive the full benefits of buyer agency when writing an offer on a Shorewest listed property. That is your agent represents you as they would in any other transaction. If you reject multiple representation, I can not show you any Shorewest listings. Remember, in Wisconsin anything told in confidence must remain confidential.*

**BUYER AGENCY  
GET YOUR AGENT WORKING FOR YOU!**

*Can a Buyers Agent do more for you than an ordinary real estate agent?*

Selecting a real estate agent to represent you can be a very important decision.

<b>Do you want your sales agent to:</b>	<b>Buyer Agent</b>	<b>Ordinary Agent</b>
Negotiate in your best interest	YES	NO
Write offers & counter offers in your best interest	YES	NO
Advise you that a home may not be right for you and your family	YES	NO
Advise you that a home maybe overpriced	YES	NO
Show you properties that are not listed in MLS	YES	NO
Disclose pertinent information about the sellers urgency to sell	YES	NO
Work to get the house you want at the fairest price and best terms	YES	NO

Information regarding the Wisconsin sex offender registry can be obtained at  
[www.widocoffenders.org](http://www.widocoffenders.org) or by phone at 877-234-0085.