

# What is the listing agreement?

Telling your home is a complicated transaction involving many legal forms and procedures.

When you decide to sell your home with a realtor, one of the most important forms you will encounter is the listing agreement. This agreement is the contract you and the real estate brokerage authorizing the brokerage, including its brokers and salespeople to market your property.

The agreement serves many important functions including establishing the basis for the relationship between you and the brokerage and sets well-defined limits on the agent's authority. Detailed information about your homes is spelled out in the listing agreement property. Finally the listing agreement forms the basis for any offers drafted on your home as well as any resulting negotiations involving the offer.

There are two types of listings— an Exclusive listing and a Multiple listing. An exclusive listing give the brokerage the sole right to find a buyer during a specific time period. You agree to pay a pre-established real estate commission to the broker once the sale is completed. The commission is payable to the broker regardless of whether someone else sells our home-including yourself or even if your home sells at a future date to someone the broker introduced to the proper-

A multiple listing is also an exclusive listing between you and the broker, but includes your authorization to allow the broker to market your home on the Multiple Listing Service (MLS) and have other realtor help to find a buyer. In this case, you pay the agreed upon commission and it is shared between the listing broker and the realtor who found the buyer.

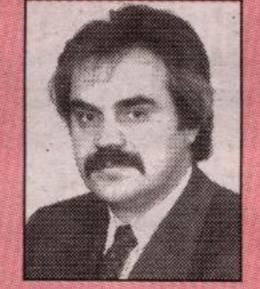
Most often, a realtor will recommend that you list your home through the MLS so that you receive maximum exposure in the shortest time possible.

The detail section in the listing agreement provides information about the property being offered for sale and the ideal terms the seller would like to see in an offer. Your property will be completely identified by its full legal description. Your property size and location, floor area, room sizes, style and number of rooms, zoning, building age, and type of construction will all be spelled out.

The listing price is specified along with other clauses regarding price or terms. There is a specific reference to the commission that will be paid upon a successful sale, trade or exchange of the property. The phrasing of the commission agreement makes it clear that the realtor has been hired to procure an offer acceptable to the seller. Once this is accomplished, the agent is entitled to claim com-

Other details to be filled in include mortgage information, how many days until closing after your home sells and how your property will be shown. Your realtor will also discuss with you what items you are willing to sell along with your home. These items usually fall under fixtures or chattels. Fixtures are permanent improvements that normally stay with a property as part of the sale. Things like central air conditioning, built-in appliances and wall-to-wall carpeting are fixtures. Chattels are usually movable pieces of personal property such as microwave ovens, blinds or washers and dryers. You may wish to include some of these chattels to sweeten the deal.

-Ontario Real Estate Association



PETER HRKAC **REMAX HALL OF FAME MEMBER** 

(Halton) Corp. Peter & Yvonne Hrkac\* sales Representatives

Blue Springs Realty



YVONNE HRKAC

**IMMEDIATE OCCUPANCY AVAILABLE! BRAND NEW - \$419,900** (96' X 438' LOT - TOWN WATER, GAS & CABLE)



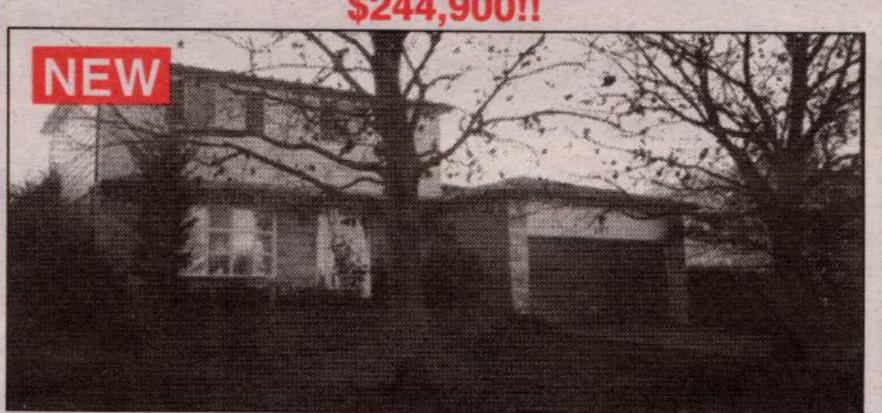
Everybody loves bungalows - but this one is exceptional! Beautiful open concept design, 9' ceilings throughout, enhanced by 3/4" hardwood floors and broadloom, oak staircase with heavy pickets and railings. Cosy gas fireplace in sunken family room, with new carpeting, large eat-in kitchen with upgraded mitred door kitchen cabinets & granite counters. Other upgrades incl. vinyl casement windows. Renaissance XL shingles, oversize triple garage and more! Simply a fabulous place to call "HOME"!

#### **GORGEOUS EXECUTIVE HOME** ON 96' X 438' LOT - TOWN WATER, GAS & CABLE \$429,900



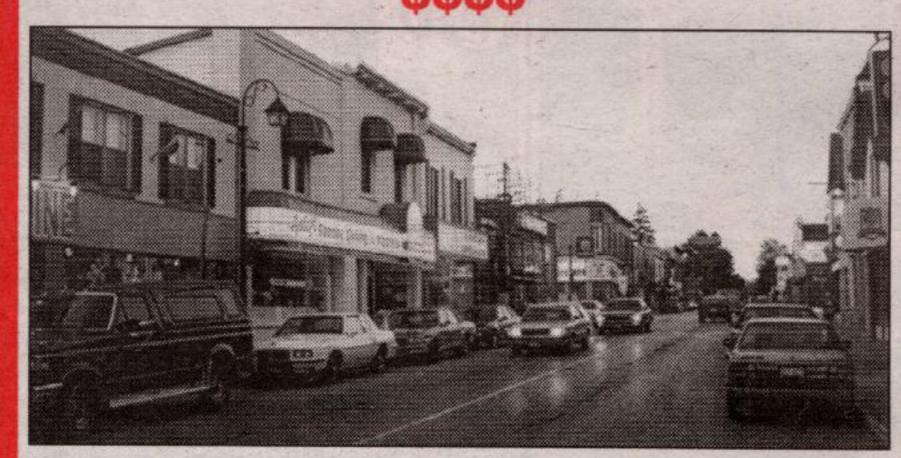
Gorgeous executive home on 96' x 438' lot. Town water, gas & cable! Exciting design details and to quality finishes are evident in this brand new home, waiting eagerly for a loving family to bring it to life! Features incl. 9' ceilings on main floor, 4 spacious bedrooms, 3 baths, gas fireplace in main floor family room, hardwood floors in 2 rooms, huge eat-in kitchen with upgraded kitchen cabinets, granite counter tops & walkout to backyard. Casement vinyl windows, upgraded shingles and triple car garage complete the classy picture. Call Peter\*.

MASSIVE LOT 66' X 165' \$244,900!!



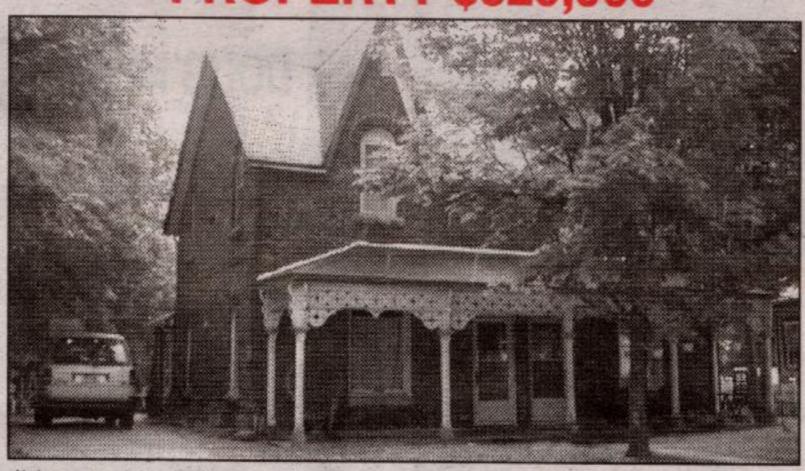
Spacious 4 bedroom with double car garage. Features hardwood floors, security system, central air, new Series 800 interior doors, new ceramic floors in kitchen and front hallway. Large main floor family room with gas fireplace, eat-in kitchen with new sliding door to large deck and fenced yard. Finished rec room with gas fireplace and bar, plus office and storage area. Great location - Close to schools and shops. Excellent value.

## **\$\$\$\$ UNIQUE INVESTMENT** \$\$\$\$



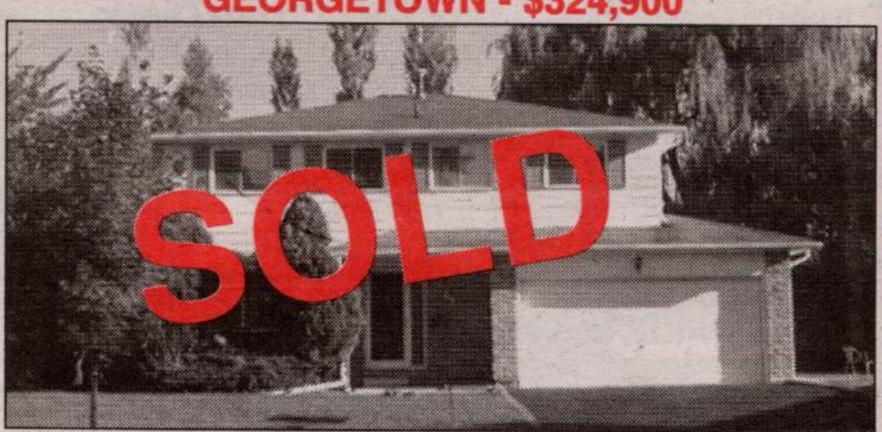
A great opportunity to own income producing property in busy downtown core. Multiple units, one building includes 4 apartments. Second building features 5500 sq. ft. commercial space plus basement showroom and 2 apartments. Also, commercial zoned building lot. Call Peter\* for details. MLS#W115696

# **EXCELLENT INVESTMENT** PROPERTY \$329,900



Well located building in downtown core. Three self-contained rental apartments, separate meters. Building has been cared for and has high ceilings and original woodwork. Call Peter\* for appointment to view. MLS#W117012

### DESIRABLE COURT LOCATION **GEORGETOWN - \$324,900**



Set on a massive, pie-shaped lot with many trees, this family-sized home features 4 large bedrooms, 3 baths, main floor family room, spacious eat-in kitchen & refinished, gleaming hardwood floors throughout. This home has been freshly painted inside & out, and has been further improved with a newly paved double driveway -but best of all - quick possession is available! Call Peter\* or