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Consumer Guide to Agency Relationship

To assist you in better understanding the Agency Policy of Next Step Realty, Inc. the following information is being provided to you in compliance with the law of the State of Ohio. The content of this document is to help you understand the policy.

1. Next Step Realty, Inc. offers, through the Multiple Listing Services, cooperation with and compensation to buyers agents. Next Step Realty, Inc. reserves the right to vary compensation to other brokerages so long as the seller agrees to that variance. The compensation involved in Non-MLS listings and all other situations will be determined by discussion with the appropriate management person.
2. A buyer's agent represents the buyer and owes fiduciary obligations to the buyer, even if the buyer's agent is paid through the seller.
3. If an agent sells his/her own listing to a buyer they represent, the agent is a dual agent. The agent may only act as a dual agent if both buyer and seller agree. The parties will sign the state-mandated Dual Agency Disclosure Statement. A dual agent may not disclose any of the following information without the informed consent of the party to whom the information pertains:
 - A. That a buyer is willing to pay more than the price offered.
 - B. That a seller is willing to accept less than the asking price.
 - C. Motivating factors of either party for buying or selling.
 - D. That a party will agree to financing terms other than those offered.
4. On in company transactions where both buyer and seller are represented by separate, non-management level and management-level licensees, those licensees and the broker will be considered dual agents. The parties will sign the state-mandated Dual Agency Disclosure Statement. A dual agent may not disclose any confidential information that would place one party at an advantage over the other party and may not disclose any of the following information without the informed consent of the party to whom the information pertains:
 - A. That a buyer is willing to pay more than the price offered.
 - B. That a seller is willing to accept less than the asking price.
 - C. Motivating factors of either party for buying or selling.
 - D. That a party will agree to financing terms other than those offered.
5. Fair Housing. It is illegal, pursuant to the Ohio fair housing law, Division(H) of section 4112.02 of the Revised Code and the federal housing law, 42 U.S.C.A3601, to refuse to sell, transfer, assign, rent, lease, sublease, or finance housing accommodations, refuse to negotiate for the sale or rental of housing accommodations, or otherwise deny or make unavailable housing accommodations because of race, color, religion, sex, familial status as defined in section 4112.02 of the Revised Code, ancestry, disability as defined in the section, or national origin or to so discriminate in advertising the sale or rental of housing, in the financing of housing, or in the provision of real estate brokerage services: it is illegal, for profit, to induce or attempt to induce a person to sell or rent a dwelling by representations regarding the entry into the neighborhood of a person or persons belonging to one of the protected classes.

I (we) herby acknowledge that I have received the agency policy of Next Step Realty, Inc.

Client (date) Client (date) Agent (date)