

Paying for Real Estate Services: What Sellers Need to Know

Your real estate professional is required to give you this form when presenting you with an offer for the purchase of your property.

They must disclose to you:

- the amount their brokerage will be paid
- the amount of the payment that will be shared with the buyer's brokerage, if any
- the amount their brokerage will keep for representing you in the transaction

The amounts may vary depending on the offers you receive, and the information may affect how you decide to proceed with the sale of your property.

When you receive an offer from a buyer, your real estate professional will give you a completed **Disclosure to Sellers of Expected Remuneration (Payment)** form. If you receive a counter-offer, they will update the form with new amounts.

The disclosure form shows you:

- ✓ the total amount your real estate professional's brokerage will receive if you accept the offer
- ✓ how the payment would be shared with the brokerage representing the potential buyer, if any
- ✓ any other payment your real estate professional will receive or expects to receive in connection with this transaction

The disclosure form shows the amount the brokerage will earn, not the amount your real estate professional will earn. Real estate professionals receive payment for the services they provide you from their brokerage.

BC Financial Services Authority

is the legislated regulatory agency that works to ensure real estate professionals have the skills and knowledge to provide you with a high standard of service. All real estate professionals must follow rules that help protect consumers, like you. We're here to help you understand your rights as a real estate consumer.

Keep this information page for your reference.

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DISCLOSURE TO SELLERS OF EXPECTED REMUNERATION (PAYMENT)

You are receiving this form because an offer has been made to purchase your property.

This is a required disclosure form in compliance with section 57 of the Real Estate Services Rules. Your real estate professional must present the Paying for Real Estate Services: What Sellers Need to Know information page to you along with this disclosure form.

REAL ESTATE PROFESSIONAL DISCLOSURE DETAILS

Name	Property address
Team name and members <i>The duties of a real estate professional as outlined in this form apply to all team members.</i>	Name(s) of seller(s)
Brokerage	Name(s) of potential buyer(s)
Signature	Potential buyer(s)' brokerage, if any

Offer Details	Offer	Counter-offer	Counter-offer	Counter-offer
Date of offer/counter-offer:				
Offered purchase price:				
Date of disclosure:				
Payment Details <small>Amounts below are exclusive of GST</small>	Offer	Counter-offer	Counter-offer	Counter-offer
If you accept this offer you will pay your real estate professional's brokerage this amount:				
<ul style="list-style-type: none"> This amount will be kept by your real estate professional's brokerage for representing you: 				
<ul style="list-style-type: none"> This amount will be shared with the potential buyer's brokerage†: 				
Your real estate professional has received or will receive this amount from someone other than you, as a result of providing real estate services to you, or on your behalf††:				

CONSUMER ACKNOWLEDGMENT:	This is NOT a contract			
Please initial to acknowledge disclosure for each offer or counter-offer (optional):				

† When buyers and sellers are working with real estate professionals from the same brokerage, this field will be filled out to indicate the amount that is retained by the brokerage for the services provided by the buyers' real estate professional.

†† If the real estate professional discloses an amount in this section, they must provide sellers with a separate form that sets out the source of the remuneration, the amount or likely amount or method of calculation of the remuneration, and all other relevant facts relating to the remuneration under section 56(1)(a) of the Rules.

A copy of this disclosure is not required to be provided to BC Financial Services Authority unless it is specifically requested.