



## DISCLOSURE OF BROKERAGE RELATIONSHIP EXPLANATION TO CONSUMERS

Real estate licensees in Virginia are required by law to make prompt written disclosure of any brokerage relationship to members of the public who are unrepresented. Licensees must also make written disclosures and obtain timely written consents from their clients before entering into other brokerage relationships. The attached form is provided to you to satisfy these requirements and to help you understand the nature of the brokerage relationship of the licensee.

### THE LICENSEE'S DUTIES

A licensee must have a written brokerage agreement to represent a client and a licensee owes his client certain duties. A licensee who is not representing you in a transaction can nonetheless provide you other valuable information and assistance. However, you should always keep in mind whom the licensee represents in your transaction, and thus to whom that licensee owes the duties described below.

### WHOM DOES THE LICENSEE REPRESENT?

In any real estate transaction, a licensee may represent the seller, the buyer, or, under certain circumstances, both seller and buyer.

The Seller	A licensee represents a seller via a written brokerage agreement called a listing agreement, in which case the licensee owes his primary responsibilities to the seller. The licensee must disclose his relationship with the seller whenever dealing with an unrepresented buyer. The licensee is also allowed to assist an unrepresented buyer with ministerial duties – such as filling in the blanks of a contract and holding the escrow deposit.
The Buyer	If a buyer desires to be represented by a licensee, then the buyer and the licensee must enter into a written brokerage agreement by which the licensee agrees to represent the interests of the buyer. The licensee must disclose his relationship with the buyer whenever dealing with an unrepresented seller. Furthermore, the licensee may perform ministerial duties for an unrepresented seller – such as delivering offers and counteroffers.
The Buyer and The Seller	A licensee and his firm may represent both the buyer and the seller in a particular transaction, but only with the informed written consent of both the buyer and the seller. A licensee representing both the buyer and seller in a dual capacity is necessarily limited in his ability to represent either the buyer or seller fully and exclusively. The licensee must safeguard the confidentiality of any information obtained within the confidentiality and trust of the brokerage relationship, unless disclosure of such information is required by law. Specifically, the licensee must not tell the buyer that the seller will accept a price lower than the listing price, nor tell the seller that the buyer will pay a price higher than the price offered.
Designated Licensees	Virginia law also permits a principal or supervising broker to designate different licensees affiliated with the broker to represent different clients in the same transaction. Designated agency/representation requires informed written consent from both parties. Unlike the dual relationship discussed in the previous paragraph, these designated licensees represent only the interest of their respective clients, and may therefore represent those interests fully. The principal or supervising broker who is supervising the transaction will be considered dual broker of both seller and buyer. Designated licensees may not disclose, except to their broker, personal or financial information received from the clients during the brokerage relationship and any other information a client requests to be kept confidential, unless required by law to be disclosed or the client consents to its disclosure in writing.



**VIRGINIA ASSOCIATION OF REALTORS®  
DISCLOSURE OF DUAL AGENCY OR DUAL REPRESENTATION\*  
IN A RESIDENTIAL REAL ESTATE TRANSACTION**

Property Address (if applicable): \_\_\_\_\_  
\_\_\_\_\_

The undersigned do hereby acknowledge disclosure that the licensee \_\_\_\_\_  
(Broker or Salesperson) associated with \_\_\_\_\_ (Brokerage  
Firm) represents more than one party in this residential real estate transaction as follows:

**A. The Licensee represents the**  **Seller** **OR**  **Landlord**  
**as a (select one below):**

Standard Agent **OR**  Limited Service Agent **OR**  Independent Contractor

**B. The Licensee represents the**  **Buyer** **OR**  **Tenant**  
**as a (select one below):**

Standard Agent **OR**  Limited Service Agent **OR**  Independent Contractor

\*"Dual Agency" means representing a client as a standard agent or as a limited service agent. "Dual Representation" means representing a client as an independent contractor.

**C. Brokerage Firm disclosure and client acknowledgement of the following (select one):**

**BOTH CLIENTS ARE EXISTING CLIENTS**

Brokerage Firm represents two existing clients in the transaction and the undersigned acknowledge the following:

The undersigned understand that the foregoing dual agent or dual representative may not disclose to either client any information that has been given to the dual agent or representative by the other client within the confidence and trust of the brokerage relationship except for that information which is otherwise required or permitted by § 54.1-2130 et seq. of the Code of Virginia to be disclosed.

**OR**

**ONE EXISTING CLIENT ONE NEW CLIENT**

Brokerage Firm represents one existing client and one new client in the transaction and the undersigned acknowledge the following:

The undersigned understand:

1. That following the commencement of dual agency or representation, the licensee cannot advise either party as to the terms to offer or accept in any offer or counteroffer; however, the licensee may have advised one party as to such terms prior to the commencement of dual agency or representation;

2. That the licensee cannot advise the buyer client as to the suitability of the property, its condition (other than to make any disclosures as required by law of any licensee representing a seller), and cannot advise either party as to what repairs of the property to make or request;
3. That the licensee cannot advise either party in any dispute that arises relating to the transaction;
4. That licensee may be acting without knowledge of the client's needs, client's knowledge of the market, or client's capabilities in dealing with the intricacies of real estate transactions; and
5. That either party may engage another licensee at additional cost to represent their respective interests.

The undersigned by signing this notice do hereby acknowledge their consent to the disclosed dual representation by the licensee.

**SELLER/LANDLORD**

\_\_\_\_\_/\_\_\_\_\_  
Date      Signature

**BUYER/TENANT**

\_\_\_\_\_/\_\_\_\_\_  
Date      Signature

**SELLER/LANDLORD**

\_\_\_\_\_/\_\_\_\_\_  
Date      Signature

**BUYER/TENANT**

\_\_\_\_\_/\_\_\_\_\_  
Date      Signature

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