

What Multiple Listing Means to You?

To an owner who wants action and activity on the sale of his/her property, the most effective way to obtain quicker results is by listing the property with a member of the Multiple Listing Service (MLS). At Adirondack Country Homes Realty, Inc. (ACHR) we have absorbed expense of membership of six (6) multiple listing systems. For a homeowner, we are able to announce your property for sale to over 3,200 MLS agents. Only exclusive listing agreements and exclusive agency listings are posted in the MLS; open listings are **not** posted in the MLS systems. When listing with a Realtor in the MLS, you are immediately procuring an experienced sales force working in a cooperation to affect a reasonably prompt, business-like and satisfactory sale.

Attached is the present listing of MLS systems we work with. Please take the time to scan this list because these are the professional men and woman who are working with you. **If there is an agency, you prefer not to work with, you must let us know in writing; otherwise, it will be understood and implied that all the agencies listed will be allowed to be your subagent.**

The term "subagent" means that the MLS real estate agent(s) will work under ACHR umbrella of responsibilities; and therefore technically they are working for you. This means you are taking the responsibility for all their actions. You can refuse to accept this responsibility. This does **not** eliminate those agents from helping sell your home; however, they can service ACHR as a buyer's agent (i.e., an agent working for the purchaser), and thus you have no liability for their actions or inactions

Because a listing agreement is a contract, Adirondack Country Homes Realty Inc. will honor its terms and conditions including the commission charged and perform the responsibilities and duties agreed to. If you need to change the listing contract for any reason, you must do so before your property goes into contract.

An Exclusive Right to Sell Listing means that if you, the property owner, finds a buyer for your property, or if another broker finds a buyer, you must pay the agreed upon commission to the present broker. The agency will perform all the tasks in order to sell your property.

An Exclusive Agency Listing means that if you, the property owner, finds a buyer, you will not have to pay a commission to the listing broker. However, if another broker finds a buyer, you will owe a commission to both the selling broker and your listing broker. The agency will then perform tasks equal to an Exclusive Right to Sell Listing agreement. At ACHR, we realize that some people may wish to market their property to obtain a buyer, but may not wish to perform all the numerous tasks associated with selling the property. If that is the case, ACHR welcomes the opportunity to assist you by co-brokering for a smaller negotiated fee.

New York Real Property law states that we must inform you about the different types of exclusive agency agreements for one to three dwellings. We believe all our clients should be informed. If you have any questions at all, please contact your listing agent, or the main office at: Adirondack Country Homes Realty, Inc., PO Box 488, 1098 US Route 9, Schroon Lake, NY 12870-1098 518.532.7900

ACHR participates with these fine professionals: * Greater Capital Region MLS Service, * Clinton Board of Realtor & MLS service, * Warren County Board of Realtors and MLS, * Southern Adirondack Listing Exchange Service, *St. Lawrence MLS * Washington Board of Realtors and guide service and * Northern Adirondack Board of Realtors and MLS service. ***Representing over 7,000 MLS agents!***