

**Subject: NAEBA Questions Wisconsin Realtors Assn.**

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## NEWS

from the

NATIONAL ASSOCIATION OF EXCLUSIVE BUYER AGENTS

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FOR IMMEDIATE RELEASE

NAEBA QUESTIONS WISCONSIN REALTORS ASSOCIATION MOTIVES;  
CITES EFFORT TO PASS ANTI-CONSUMER LEGISLATION

LONGWOOD, FL - Making its voice known in a state-wide real estate issue that affects the citizens of Wisconsin, the National Association of Exclusive Buyer Agents (NAEBA) is asking the Wisconsin Realtors Association why it is trying to overlay the current state agency law with a faulty, anti-consumer agency scheme like Designated Agency, when the right approach to correcting the law should involve a return to the common law of agency.

Peggy Lance Little, president of the national organization which represents only the buyers of real estate, points out that, "if Wisconsin licensees are effectively facilitators by statute, then adding 'Designated Agency' to the law, without eliminating the current lack of representation provisions, is not only confusing...it is dishonest."

Little observed that "even if Wisconsin had normal agency laws and firms/licensees followed the common law of agency...thus putting the interests of the client ahead of all others, Designated Agency would still be an anti-consumer idea, as it is simply Dual Agency, under which the same firm or agent can represent both sides of a real estate transaction at the same time, under a different name. They are trying here to legalize an idea similar to allowing a lawyer/law firm to represent both sides of a case at the same time. Under such circumstances, it is extremely unlikely that both parties to the transaction will get a fair deal."

"What really appears to be going on here," Little commented, "is that the firm's liability is being reduced, making it harder for clients to prove that the firm or agent wasn't watching out for them and the conflicts of interest between the firm and one or both clients never gets disclosed."

The National Association of Exclusive Buyer Agents is a national organization of licensed Realtors who represent only buyers in real estate transactions. NAEBA's members exist throughout the United States. The consumer-oriented organization is headquartered in Longwood, Florida. Its principle belief is that buyers of real estate can expect fairness in representation only when they can be represented by an agent who never represents sellers.

To learn more about NAEBA, you can visit their web site at <http://www.naeba.org> or call NAEBA at 407-767-7700