

EXCLUSIVE RIGHT TO REPRESENT BUYER AGREEMENT

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1 **DATE:** _____

2 This Exclusive Right to Represent Buyer Agreement (“Agreement”) is between:

3 **BUYER(s):** _____ and

4 **BROKER:** _____. This Agreement
5 gives the Broker the exclusive right to locate, and/or negotiate for the purchase, exchange, lease, or option to purchase
6 (“Purchase”) property at a price and with terms acceptable to Buyer(s). This Agreement starts on
7 _____ and ends at 11:59 P.M. on _____.

8 **GENERAL NATURE OF PROPERTY:** This Agreement shall apply to the Purchase of real property (which may include
9 items of personal property) described in the general terms as follows:

10 General type of property including new construction: (Check all that apply)

- 11 Residential/Personal Residential/Investment Commercial/Industrial
12 Recreation Farm Land Vacant Land
13 Address: _____

14 **BROKER’S OBLIGATION:** Broker will:

- 15 a) Make reasonable effort to locate and/or show property acceptable to Buyer(s) through the use of the Multiple
16 Listing Service (MLS) or brought forth by the Buyer(s);
17 b) Use professional knowledge and skills to assist in negotiations for Purchase of the property;
18 c) Assist Buyer(s) throughout transaction and comply with all applicable fair housing and non-discrimination
19 regulations;
20 d) Act exclusively in Buyer’s best interest.

21 **BUYER’S OBLIGATION:** Buyer(s) will:

- 22 a) Work exclusively with Broker for Purchase of property;
23 b) Provide Broker with accurate and relevant personal financial information to determine Buyer’s ability to
24 Purchase property;
25 c) Agree to conduct all negotiations for the property through Broker;
26 d) Cooperate with Broker in finding a property to Purchase. After a Purchase Agreement has been accepted by
27 Seller(s), Buyer(s) is legally obligated to Purchase the property. If Buyer(s) refuses to close the Purchase for any
28 reason other than the failure of Seller(s) to perform or contingencies not being removed or met, Buyer(s) will pay
29 Broker all compensation due under this Agreement.

30 **BROKER COMPENSATION:** In consideration of the services to be performed by the Broker, the Buyer(s) agrees to pay
31 the Broker as follows (Check all that apply):

- 32 1) Buyer(s) agrees to pay Broker a retainer fee of \$ _____ at the commencement of this Agreement,
33 and such fee shall be kept by Broker whether or not Buyer(s) Purchases property. The retainer fee shall apply
34 toward satisfaction of any obligation to compensate Broker.
35 2) Buyer(s) shall pay Broker, as Broker’s compensation, _____ percent (%) of the purchase price or
36 \$ _____, whichever is greater, when Buyer(s) closes the Purchase, if:
37 a. Buyer(s) Purchases or agrees to Purchase a property before the expiration of this Agreement even if
38 Buyer(s) does not use Broker’s services; or
39 b. Within _____ days after the end of this Agreement:
40 i. the Buyer(s) Purchases property which either the Broker or the Broker’s Agent(s) has physically
41 shown the Buyer(s) or;
42 ii. the Buyer(s) has made an affirmative showing of interest to the Broker or the Broker’s Agent(s)
43 before the end of the Agreement.
44 iii. the Buyer(s) will not be obligated to pay a fee to the Broker if, upon expiration or termination of
45 this Agreement, the Buyer(s) has entered into another valid agreement to represent Buyer(s)
46 pursuant to which the Buyer(s) is obligated to pay a fee or commission to that broker for
47 Purchase of real property.

Buyer(s) Initials _____

48 Broker is authorized to negotiate and receive compensation paid by Seller(s), or Broker representing or assisting Seller(s).
49 Any compensation accepted by Broker from Seller(s), or Broker representing or assisting Seller(s) SHALL SHALL
50 NOT reduce any obligation of the Buyer(s) before paying the compensation by the amount received by Seller(s) or Broker.

51 **Before Buyer(s) signs a Purchase Agreement, Broker will disclose to Buyer(s), in writing, the amount of**
52 **commission to be paid.**

53 **Caution:** Buyer’s actions in locating a property may affect payment of compensation by Seller(s) and may therefore
54 obligate Buyer(s) to pay all or part of the compensation in cash at closing (i.e. the signing of a Purchase Agreement through
55 another Broker or with the Owner, as in “For Sale By Owner”) may require Buyer(s) to pay the full amount of compensation
56 due to the Broker.

57 **CLOSING SERVICES:**

58 After a Purchase Agreement for property is fully executed, arrangements must be made to close the transaction. Buyer(s)
59 understands that no one can require Buyer(s) to use a particular person to conduct the closing and Buyer(s) may arrange
60 for another qualified person, including Buyer’s attorney. The real estate Broker, real estate Agent(s), or real estate closing
61 agent, has not, and under applicable state law, may not, express opinions regarding the legal effect of the closing
62 documents or of the closing itself.

63 Buyer(s) instructs Broker as follows (Check one):

- 64 Buyer(s) requests Broker arrange for closing services. Broker will give Buyer(s) written disclosure of any
65 controlled business arrangement Broker has with closing services selected.
66 Buyer(s) will arrange for a qualified closing agent or Buyer’s attorney to conduct the closing.

67 **APPOINTED AGENCY REPRESENTATION:** The Broker will appoint to the Buyer(s), in writing, a licensed Agent(s)
68 who will be acting as the Buyer’s Appointed Agent(s) to the exclusion of all other affiliated licensed Agent(s) of the Broker.
69 By agreeing to Appointed Agency, the Buyer(s), the Broker, the Agent(s) of the Broker and the Appointed Agent(s) named
70 below are considered to possess only actual knowledge and information. By an act of North Dakota Law, the definitions
71 regarding Appointed Agency make it clear that there is no imputed knowledge or information between the Buyer(s),
72 the Broker, the Broker’s Agent(s), or the named Appointed Agent(s).

73 _____ (“Appointed Agent(s)”), an affiliated
74 licensed Agent(s) of the Broker, is appointed to act solely as an Agent(s) for the Buyer(s) unless they personally represent
75 the Seller(s), in which event, the Appointed Agent(s) is considered a Dual Agent (see Lines 89-104) in this transaction only.
76 Buyer’s designated Appointed Agent(s) is obligated not to reveal any confidential information obtained from the Buyer(s)
77 to other licensed Agent(s), except to the Broker in charge of the oversight of the Buyer’s transaction.

78 It is understood that the Broker may appoint another Agent(s) for the Buyer(s) during the term of this Agreement if:

- 79 1. The Appointed Agent(s) is not able to fulfill the terms of this Agreement, and/or
80 2. The Buyer(s) and the Broker mutually agree to the appointment of another Agent(s). An appointment of another
81 Agent(s) as a new or additional Agent(s) does not relieve the first Appointed Agent(s) of any of the duties owed to
82 the Buyer(s) as previously described in this Agreement.

83 Having read and understood this information about Appointed Agency, Buyer(s) now instructs Broker as follows:

84 Buyer(s) **accepts** **does not accept** a possible Appointed Agent Representation.

85 _____
86 Buyer Signature Date Agent Signature Date

87 _____
88 Buyer Signature Date

89 **DUAL AGENCY REPRESENTATION:** Dual Agency means the Broker represents both Buyer(s) and Seller(s) and owes
90 the same duties to both parties. This agency relationship will prohibit the Broker from advocating exclusively for either
91 party. Dual Agency will limit the level of representation the Broker can provide. Confidential information communicated
92 by Buyer(s) or Seller(s) to the Broker in regard to price, terms, or motivation will remain confidential unless Buyer(s) or
93 Seller(s) instructs the Broker in writing of specific information to disclose. All other information may be shared. The Broker
94 cannot act as a Dual Agent unless both Seller(s) and Buyer(s) agree.

95 By agreeing to a **possible** Dual Agency, Buyer(s) may be giving up the right to exclusive representation in a transaction
96 where the Agent(s) representing Seller(s) and Buyer(s) work for the same Brokerage or when one Agent(s) is representing
97 both Seller(s) and Buyer(s).

Buyer(s) Initials _____

98 By **not** agreeing to a **possible** Dual Agency, Buyer(s) will be giving up the opportunity to view and Purchase property
 99 listed by Buyer(s) Agent's Brokerage, unless Appointed Agency applies.
 100 Buyer(s) **accepts** **does not accept** a possible Dual Agency Representation.

101 _____
 102 Buyer Signature Date Agent Signature Date
 103 _____
 104 Buyer Signature Date

105 **OTHER POTENTIAL BUYER(S):** Broker may represent or work with other potential Buyer(s) for the same property
 106 before, during, and after the expiration of this Agreement. Other potential Buyer(s) may consider, make offers or
 107 Purchase through Broker the same or similar properties as Buyer(s) is seeking to acquire.

108 **EXCLUSIVE REPRESENTATION:** Buyer(s) represents to Broker that Buyer(s) has employed no other Broker to assist
 109 in acquiring an interest in property that is within the scope of this Agreement and agrees to protect, defend, indemnify
 110 and hold Broker harmless from the claims, liabilities and expenses, including reasonable attorney's fees, arising by reason
 111 of a claim of any other Broker for compensation as a result of a transaction that is within the scope of this Agreement.

112 **PRIVATE INSPECTION/WARRANTY:** Broker recommends that Buyer(s) obtain a private home inspection to satisfy
 113 Buyer(s) with the physical condition of the property. Furthermore, there are warranty programs available for some
 114 properties which Buyer(s) may wish to investigate prior to Purchase of any specific property.

115 **NONDISCRIMINATION:** The parties agree not to discriminate against any prospective Buyer(s) or Lessee(s) because of
 116 race, color, religion, sex, handicap, familial status, national origin, or any additional protected class as provided by
 117 respective state law.

118 **OTHER PROFESSIONAL SERVICES:** Buyer(s) acknowledges that Broker is retained solely as a real estate agent and
 119 **not** as an attorney, tax advisor, lender, appraiser, surveyor, structural engineer, home inspector or other professional
 120 service advisor. Buyer(s) has been advised to seek professional advice concerning the condition of the property, legal, and
 121 tax matters.

122 **CONFIDENTIAL OFFERS:** Buyer(s) is aware that Purchase Agreements generally are not confidential; and, in some
 123 cases, Seller(s), in dealing with multiple offers, could make other Buyers aware of the existence and contents of Buyer's
 124 Purchase Agreement. Buyer(s) is aware that Buyer(s) could make an offer on a property contingent upon confidentiality
 125 prior to commencing negotiations with a Seller(s).

126 **ENFORCEMENT:** If either Buyer(s) or Broker brings an action for enforcement of this Agreement, the prevailing party
 127 in such an action shall be entitled to recover all costs and expenses including reasonable attorney's fees and court costs.

128 **PREVIOUS AGENCY RELATIONSHIPS:** Broker and Agent(s) may have had a previous agency relationship with a
 129 Seller(s) of a property Buyer(s) is interested in purchasing. Buyer(s) acknowledges that Buyer's Broker or Agent(s) is
 130 legally required to keep information confidential regarding the ultimate price, terms the Seller(s) would accept, and
 131 motivation for selling.

132 **FOREIGN INVESTMENT IN REAL PROPERTY TAX ACT ("FIRPTA"):** 26 U.S. Code § 1445 (hereinafter "FIRPTA")
 133 requires a transferee (Buyer(s)) of a United States real property interest to withhold a tax from the proceeds of any
 134 disposition of the real property interest if the transferor (Seller(s)) is a foreign person (any person other than a United
 135 States person), unless an exception to the FIRPTA withholding requirements applies. Exemptions from the general rule
 136 are set forth in the FIRPTA. Due to the complexity of the FIRPTA, both the Buyer(s) and the Seller(s) are advised to seek
 137 appropriate legal and tax advice regarding FIRPTA compliance since failure to adhere to the FIRPTA withholding rules
 138 could result in legal liability to both the Buyer(s) and Seller(s) and their Broker(s)/Agent(s) or qualified substitutes.

139 **SURVEILLANCE:** Properties may be under video/audio surveillance. It is advised that surveillance be disclosed,
 140 however, it may not be.

Buyer(s) Initials _____

141 **TERMINATION:** This Exclusive Right to Represent Buyer Agreement can be terminated only with mutual written
142 consent of the parties.

143 **ADDITIONAL PROVISIONS:**

144 _____
145 _____
146 _____
147 _____

148 **ELECTRONIC SIGNATURES:** The parties agree the electronic signature of any party on any document related to this
149 transaction constitutes valid, binding signatures.

150 **CONVENIENCE FEE:** Buyer(s) may be charged a convenience fee(s) if electronically depositing earnest money and/or
151 wiring funds.

152 **CONSENT FOR COMMUNICATION:** Buyer(s) authorizes Broker and its representatives to contact Buyer(s) by mail,
153 phone, fax, text messaging (SMS), email, or other means of communication during the term of this Agreement and anytime
154 thereafter.

155 **ENTIRE AGREEMENT:** This Exclusive Right to Represent Buyer Agreement constitutes the entire Agreement between
156 the parties relating to the subject hereof, and any prior agreement, whether oral or written, are merged, and integrated
157 into this Agreement. Any modification to this Agreement shall be reduced to writing and signed by all parties.

158 **ACCEPTANCE:**

159 To be binding, this Agreement must be fully executed by all parties:

160 _____
161 Brokerage Name Buyer Signature Date

162 _____
163 Brokerage Phone Buyer Signature Date

164 _____
165 Broker/Agent Printed Name Buyer's Street Address

166 _____
167 Broker/Agent Signature Date City State Zip Code

168 _____
169 Buyer's Phone

170 _____
171 Buyer's Email