



BUYER AGENCY AGREEMENT

1 (a) **BUYER NAME(S):** _____

2 (b) **REAL ESTATE COMPANY NAME:** _____

3 (c) **DESIGNATED AGENT NAME:** _____

4 (d) **LENGTH OF AGREEMENT:** This Agreement begins on the date signed by the Buyer below, and expires on the following
5 **Expiration Date:** _____ at 11:59 PM, or at the closing of the sale if closing occurs earlier. This Agreement will
6 automatically extend through the termination date of any written offers or counteroffers, or through the contract pending period if
7 a sales contract is entered into. The Real Estate Company may terminate this Agreement at any time with written notice to the Buyer.

8 (e) **REAL ESTATE SERVICES AND COMMISSION:** The Real Estate Company agrees to use diligence in locating property
9 which meets Buyer's requirements and approval, and to represent the Buyer in any negotiations for the purchase of property,
10 and to use professional knowledge and skills in assisting the Buyer throughout the transaction. In consideration of the services
11 provided by the Real Estate Company, Buyer authorizes the Real Estate Company to negotiate and accept a real estate commission
12 to be paid by the seller or seller's agent, or, if the sale is not through the Multiple Listing Service and the seller does not agree to
13 pay a buyer's agent commission, Buyer will pay the Real Estate Company _____ % of the sales price at the time of closing.

14 (f) **EXCLUSIVE BUYER AGENCY:** Buyer gives the Real Estate Company the right to act as the *Exclusive Buyer's Agent*
15 (Real Estate Company becomes the agent of the buyer and is entitled to a commission on *any* properties purchased by Buyer).
16 The Real Estate Company authorizes the Designated Agent named above to act as the exclusive *Designated Agent for the Buyer*.

17 f1. Buyer has no buyer agency agreement, pending offers or contracts in effect with any other real estate company.

18 f2. Buyer understands and agrees that other licensees of the Real Estate Company may function as designated agents for
19 the seller, and that other buyers may also work with the Designated Agent or other licensees of the Real Estate Company,
20 and that these other buyers may be shown or sold the same properties that are introduced to the Buyer named above.

21 f3. If the Designated Agent has a listing agreement with a seller, or is working with an unrepresented seller who requests equal
22 status in the transaction, Buyer agrees that the Designated Agent's **status will change to that of facilitator** with respect to
23 both parties on, and only on, any transaction with that particular seller.

24 f4. In no case shall the Real Estate Company or the Designated Agent be considered to be a dual agent.

25 f5. Buyer agrees to cooperate in completing disclosures, disclaimers, and forms required by the Real Estate Company, and in
26 furnishing necessary financial information, and will read and sign the *ADVISORY TO BUYERS AND SELLERS* (Disclaimer
27 Notice), and the *CONFIRMATION OF AGENCY STATUS, PERSONAL INTEREST DISCLOSURE AND DUTIES OF A REAL*
28 *ESTATE LICENSEE form*.

29 f6. Buyer will have the Designated Agent conduct all negotiations, and perform the **initial introduction and showing** of any
30 prospective properties, including properties not listed in the Multiple Listing Service (example: for sale by owner or builder).

31 f7. Buyer understands there is a possibility that a seller, or a seller's agent, may not treat the terms of the Buyer's offer as
32 confidential.

33 f8. Buyer understands that optional Home Protection Plans are available which may offer protective coverage after the sale.

34 f9. Properties are offered without regard to race, color, religion, sex, handicap, familial status, sexual orientation, or national origin.

35 (g) **TREC RULE 1 260-2-.36** states that "An exclusive buyer representation agreement [such as this] is an agreement in which a
36 licensee is engaged to represent a buyer in the purchase of a property to the exclusion of all other licensees." It also advises:

37 g1. The Buyer should make all arrangements to view or inspect a property through the Designated Agent named above, and
38 should not directly contact other licensees [or sellers];

39 g2. The Buyer should immediately inform any other licensee the Buyer may come into contact with (for example, at an open
40 house) [or a builder's model home] that the Buyer is represented by the Designated Agent named above; and

41 g3. In the event the Buyer purchases a property through another real estate licensee or directly from an owner [or builder] without
42 the assistance of the Designated Agent, the Buyer will owe the commission on Line 13 to the Real Estate Company named above.

43 (h) Buyer warrants Buyer is not a sanctioned nonresident alien, sanctioned foreign business, or sanctioned foreign government or an
agent, trustee, or fiduciary thereof and therefore is not precluded from purchasing Property pursuant to Tenn. Code Ann. §66-2-301.

44 (i) **OTHER TERMS:** _____

45 _____

46 _____

47 _____

48 _____

49 **Buyer certifies that all authorized parties required to lawfully bind a Purchase and Sale Agreement are signing this Agreement:**

50 X _____ X _____

Buyer Signature

Date & Time

Buyer Signature

Date & Time

51 X _____

Designated Agent Signature

Date & Time

DUTIES OF A REAL ESTATE LICENSEE

TCA 62-13-403. A licensee who provides real estate services in a real estate transaction shall owe all parties to such transaction the following duties, except as provided otherwise by Section 62-13-405, in addition to other duties specifically set forth in this chapter or the rules of the commission:

1. Diligently exercise reasonable skill and care in providing services to all parties to the transaction;
2. Disclose to each party to the transaction any adverse facts of which licensee has actual notice or knowledge;
3. Maintain for each party to a transaction the confidentiality of any information obtained by a licensee prior to disclosure to all parties of a written agency or sub-agency agreement entered into by the licensee to represent either or both of the parties in a transaction. This duty of confidentiality extends to any information which the party would reasonably expect to be held in confidence, except for information which the party has authorized for disclosure, information required to be disclosed under this part, and information otherwise required to be disclosed pursuant to this chapter. This duty survives both the subsequent establishment of an agency relationship and the closing of the transaction;
4. Provide services to each party to the transaction with honesty and good faith;
5. Disclose to each party to the transaction timely and accurate information regarding market conditions that might affect such transaction only when such information is available through public records and when such information is requested by a party;
6. Timely account for trust fund deposits and all other property received from any party to the transaction; and
7. (a) Not engage in self-dealing nor act on behalf of licensee's immediate family, or on behalf of any other individual, organization or business entity in which the licensee has a personal interest without prior disclosure of such interest and the timely written consent of all parties to the transaction [disclosed and consented to on page 1 of this form]; and (b) Not recommend to any party to the transaction the use of services of another individual, organization or business entity in which the licensee has an interest or from whom the licensee may receive a referral fee or other compensation for the referral, other than referrals to other licensees to provide real estate services under the Tennessee Real Estate Broker License Act of 1973, without timely disclosing to the party who receives the referral, the licensee's interest in such referral or the fact that a referral fee may be received.

TCA 62-13-404. Any licensee who acts as an agent in a transaction regulated by the Tennessee Real Estate Broker License Act of 1973 owes to such licensee's client in that transaction the following duties:

8. To obey all lawful instructions of the Client when such instructions are within the scope of the agency agreement between licensee and licensee's client.
9. To be loyal to the interests of the client. A licensee must place the interests of the client before all others in negotiation of a transaction and in other activities except where such loyalty duty would violate licensee's duties to a customer under Section 62-13-402 or a licensee's duties to another client in a dual agency.
10. Unless the following duties are specifically and individually waived, in writing by a client, a licensee shall assist the client by:
 - (a) Scheduling all property showings on behalf of the client;
 - (b) Receiving all offers and counter offers and forwarding them promptly to the client;
 - (c) Answering any questions that the client may have in negotiation of a successful purchase agreement within the scope of the licensee's expertise; and
 - (d) Advising the client as to whatever forms, procedures and steps are needed after execution of the purchase agreement for a successful closing of the transaction. Upon waiver of any of the above duties, a consumer must be advised in writing by such consumer's agent that the consumer may not expect or seek assistance from any other licensees in the transaction for the performance of the above.

No agency relationship exists without a separate written Agency Agreement. This form is not such an agreement.

"Adverse facts" means conditions or occurrences generally recognized by competent licensees that have negative impact on the value of the real estate, significantly reduce the structural integrity of improvements to real property or present a significant health risk to occupants of the property.

"Client" means a party to a transaction with whom the broker has entered into a specific written agency agreement to provide services.

"Customer" means any party, other than a client in a transaction, for whom or to whom a licensee provides services.

"Designated agent" refers to a licensee who has been chosen by such licensee's managing broker to serve as the agent of an actual or prospective party to a transaction, to the exclusion of other licensees employed by or affiliated with such broker.

"Facilitator" means any licensee: (A) Who assists one (1) or more parties to a transaction who has not entered into a specific written agency agreement representing one (1) or more of the parties; or (B) Whose specific written agency agreement provides that if the licensee or someone associated with the licensee also represents another party to the same transaction, such licensee shall be deemed to be a facilitator and **not a dual agent**; provided, that notice of assumption of facilitator status is provided to the buyer and seller immediately upon such assumption of facilitator status, to be confirmed in writing prior to execution of the contract. A facilitator may advise either or both of the parties to a transaction but cannot be considered a representative or advocate of either party. "Transaction broker" may be used synonymously with, or in lieu of, "facilitator" as used in any disclosures, forms or agreements under this chapter.

The real estate company named on Line 23 appoints individual designated agents and/or facilitator licensees. In no case is that real estate company or their licensee to be considered to be a dual agent in this transaction.

Standard of Practice 16-10 of the Code of Ethics of the NATIONAL ASSOCIATION OF REALTORS®:

REALTORS®, acting as buyer or tenant representatives or brokers, shall disclose that relationship to the seller/landlord's representative or broker at first contact and shall provide written confirmation of that disclosure to the seller/landlord's representative or broker not later than execution of a purchase agreement or lease. (Amended 1/04)