



# EXCLUSIVE BUYER BROKERING AGREEMENT

(RESIDENTIAL)

AS APPROVED BY THE MIDLAND BOARD OF REALTORS®, INC



**NOTICE: The amount or rate of real estate commissions is not fixed by law. They are set by each broker individually and may be negotiable between the Buyer and Broker.**

**Broker:**

**Client:**

1. **PURPOSE:** Client has appointed the Broker to assist Client to locate property as generally described in Paragraph 3 for purchase, exchange, option or lease.
2. **BROKER'S ROLE:** Broker agrees to exercise effort to achieve the purpose of this Agreement. At time of any initial contact, broker shall inform all prospective Sellers and their agents that Broker is acting on behalf of Client. CLIENT ACKNOWLEDGES THAT BROKER IS NOT AN APPRAISER, ATTORNEY, FINANCIAL EXPERT, STRUCTURAL AND MECHANICAL ENGINEER, ENVIRONMENTAL EXPERT, SURVEYOR, OR TAX ADVISOR AND THAT CLIENT (S) HAS BEEN ADVISED TO CONTACT OTHER PROFESSIONALS ON THESE MATTERS.
3. **CLIENTS ROLE:** Client agrees to: a) Provide broker with reliable information deemed necessary for the performance of Broker's duties. b) Indemnify, defend and hold Broker harmless from all loss, liability, costs, (including attorney's fees and damages). c) Make him/her self available to meet with Broker to view properties, in order that Broker will be able to perform his/her duties. d) Disclose to other agents at *first contact* that a formal Client relationship exists with Broker. e) Work exclusively with Broker and its associated salespersons during the term of this agreement to view and refer property inquiries as indicated below:

|                       |                     |
|-----------------------|---------------------|
| All listed properties | Unlisted properties |
|-----------------------|---------------------|

4. **EXCLUSIVE AGENT:** Client agrees that during the term of the Agreement any and all inquiries and/or negotiations on behalf of Client relating to the acquisition of any Desired Property shall be through Broker.
5. **TERM:** This Contract shall begin at 12:01 a.m. on \_\_\_\_\_ and expire at 11:59 p.m. on \_\_\_\_\_ unless sooner terminated by written agreement of the parties or by completion of the purpose(s) of agency.
6. **COMPENSATION OF BROKER:** In the event Client contracts to purchase the desired property through the services of Broker, Broker shall be compensated by the seller or the listing broker. In the event no compensation is offered by the seller or the listing broker, Client will pay Broker a commission equal to \_\_\_\_\_ % of the purchase price. The commission is due and payable upon closing. The Commission shall apply to any purchase agreements executed during the term of this Agreement, or during any extension of this Agreement. The Commission will also apply to purchase agreements executed within \_\_\_\_\_ months after the expiration or other termination of this Agreement, if the property acquired was presented to Client through the services of Broker. If the seller fails to close with no fault on the part of the Client, then the Commission shall be waived. If the transaction does not close because of any fault on the part of the Client, the Commission shall NOT be waived and shall become immediately due and payable. Client will receive a credit against any amount owed to broker for any commission paid to Broker by a seller or a cooperating broker. The Brokerage Fee will also apply to purchase agreements executed within \_\_\_\_\_ months after the expiration of this Agreement, if the acquired property was presented to Client through the services of Broker. If a Seller fails to close with no fault on the part of Client, then Brokerage Fee shall be waived. If the transaction does not close because of any fault on the part of the Client, the Brokerage Fee will NOT be waived and will become immediately due and payable.
7. **OTHER POTENTIAL CLIENTS.** Client understands that other potential clients or buyers may consider, make offers on, lease or purchase through Broker the same or similar properties as Client is seeking. Client consents to Broker's representation of such other potential client/buyers before, during and after the expiration of this Agreement.
8. **CONFLICTING INTEREST.** Broker also enters into contracts with persons who wish to sell property ("Sellers"). Such property is commonly known as a "Company Listing". If Client wishes to make an offer on a Company Listing, Broker will serve as either a dual agent or Transaction Coordinator. Certain conflicts of interest may arise because the Seller and the Client have different interests to protect. Client consents in advance to the Broker acting as either a Dual Agent or a Transaction Coordinator and agrees that, under such circumstances, the following provisions shall govern the Broker's actions:
  - a. Broker will not knowingly say anything or do anything which might place one party at a disadvantage, such as disclose personal confidences; and

CLIENT(S) \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_

BROKER/AGENT \_\_\_\_\_

- b. The Broker shall assume a role as an intermediary, facilitator, and/or mediator to assist Client and Seller; and
- c. Broker shall not disclose to Client that the Seller might accept a price other than the listing price; nor shall Broker disclose to the Seller that the Client might be willing to pay a higher price.

If, as to any interest in real property within the scope of the purpose(s) of agency as set forth in Section 2 , Broker has any ownership interest, or has any listing contract with the owner, for sale of the property under which Broker may be collecting a commission, and Client indicates interest in such property, Broker shall immediately notify Client of the facts regarding Broker's interest in such real property or Broker's contractual relationship with its owner.

If the purpose(s) of agency, as set forth in paragraph 1, includes acquisition of more than one parcel of real property, the provisions of this paragraph shall be applied only in respect to the parcel(s) as to which Broker has any of the interests or contractual relationships described in the preceding paragraph of this section.

CLIENT(S) \_\_\_\_/\_\_\_\_/\_\_\_\_/\_\_\_\_

BROKER/AGENT \_\_\_\_\_

- 9. **COSTS OF SERVICES OR PRODUCTS OBTAINED FROM OUTSIDE SOURCES.** Broker will not obtain or order products or services from outside sources (e.g., surveys, soil tests, title reports, and inspections) without the prior consent of Client. Client agrees to pay for all costs for products or services so obtained.
- 10. **INDEMNIFICATION OF BROKER.** Client AGREES TO INDEMNIFY, defend and hold Broker and Broker's agents harmless of and from all loss, liability, costs, including attorneys fees and damages suffered or incurred by Broker and/or Broker's agents arising from or in connection with BUYER'S NONPERFORMANCE or breach of this CONTRACT.
- 11. **NON-DISCRIMINATION.** It is agreed by Broker and Client, that as required by law, discrimination because of religion, race, color, national origin, age, sex, handicap or familial or marital status by the parties in respect to the purchase of property is prohibited.
- 12. **ASSIGNMENT BY BUYER.** No assignment of Buyer's rights under this contract and no assignment of rights in property obtained for Buyer under this contract shall operate to defeat any of Broker's rights.
- 13. **ARBITRATION OF DISPUTES:** The Midland Board of REALTORS® provides an arbitration service to help resolve disputes between Sellers, Buyers, and Brokers concerning the physical condition of Property and the disposition of earnest money deposits. This voluntary arbitration procedure was developed by the Michigan Association of REALTORS® and the American Arbitration Association to provide a cost-effective and timely method of resolving these disputes in a private, prompt and fair manner. By initialing below, Buyer acknowledges they have been made aware of this arbitration service.  

**Buyer(s) Initials:** \_\_\_\_\_
- 14. **OTHER.**
- 15. **ENTIRE AGREEMENT.** Time is of the essence. All prior agreements between the parties are incorporated in this Agreement which constitutes the entire contract. Its terms are intended by the parties as a final expression of their agreement with respect to such terms as are included herein and may not be contradicted by evidence of any prior agreement or contemporaneous oral agreement. The parties further intend that this Agreement constitutes the complete and exclusive statement of its terms and that no extrinsic evidence whatsoever may be introduced in any judicial or arbitration proceeding, if any, involving this Agreement.
- 16. **RECEIPT.** Client has read this Agreement and acknowledges receipt of a completed copy of this Agreement.

**Broker:**  
 Accepted By: \_\_\_\_\_  
 Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Date: \_\_\_\_\_

**Client:**  
 \_\_\_\_\_  
 \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 Date: \_\_\_\_\_