

FOR SALE BY OWNER DISCLOSURE AND FEE AGREEMENT
(Selling Agent Represents the Buyer)

This Agreement is entered into on (Date) _____, by and between _____ as "Owner(s)", and _____ (Firm Name) _____ (Associate) as "Broker".

RECITALS:

- A. Owner is the owner/seller of property commonly known as _____ (the "Property").
- B. Owner is endeavoring to sell the Property without the assistance of a licensed real estate agent; however, Broker has a Buyer/Client, _____ who would like to see the Property.
- C. If Owner sells the Property to Broker's Buyer/Client, Owner agrees to pay Broker a fee of _____.
- D. *The Broker shall conduct all his brokerage activities in regard to this agreement without respect to the race, color, religion, sex, national origin, handicap or familial status of any buyer, prospective buyer, seller or prospective seller.*

Accordingly, the parties agree as follows:

- 1. **FEE.** If Owner enters into a contract to sell the Property to Broker's Buyer/Client at any time within _____ from the date of Owner's signing this Agreement, Owner shall pay the fee to the Broker at closing. HOWEVER, if, prior to the expiration of this Agreement, Owner enters into a valid listing agreement with another real estate firm, Owner shall NOT be obligated to pay such fee if the listing firm offers compensation to Broker through a multiple listing service or otherwise.
- 2. **BUYER AGENCY.** Owner acknowledges that Broker is the agent representing Buyer/Client with respect to the Property. As the agent of Buyer/Client, the Broker has the duty to act on behalf of the Buyer/Client, and will not be acting on behalf of Owner. This duty requires that all information regarding this transaction given to the Broker by Owner be disclosed to Buyer/Client. For example, if Owner discloses to Broker that Owner is compelled by outside circumstances to sell by a certain date, or that Owner is prepared to lower the price, the Broker would be required to disclose this information to Buyer/Client. Please keep this in mind when communicating with Broker. By signing this Agreement, Owner acknowledges that this Buyer/Client agency relationship has been previously orally disclosed to Owner when Broker first discussed an appointment to show Property to Buyer/Client.

DO NOT SIGN THIS FORM UNTIL YOU HAVE RECEIVED AND READ THE "WORKING WITH REAL ESTATE AGENTS" BROCHURE

Owner and Broker each acknowledge receipt of a signed copy of this document.

THE NORTH CAROLINA ASSOCIATION OF REALTORS®, INC. MAKES NO REPRESENTATION AS TO THE LEGAL VALIDITY OR ADEQUACY OF ANY PROVISION OF THIS FORM IN ANY SPECIFIC TRANSACTION.

OWNER(S):

Date: _____

BROKER (FIRM):

By: _____
Date: _____

