

EXCLUSIVE BUYER-BROKER AGREEMENT & AGENCY DISCLOSURE w/REBATE

THIS IS A LEGALLY BINDING AGREEMENT - READ CAREFULLY BEFORE SIGNING
DESIGNATED AGENCY BROKERAGE

THIS EXCLUSIVE BUYER-BROKER AGREEMENT & AGENCY DISCLOSURE ("Exclusive Buyer-Broker Agreement") is entered into between, _____ (the "Buyer"), and **Lynn C Fillmore** (the "Broker/Buyer Agent") and **Town and Country Apollo Properties**, (the "Company").

1. **TERM OF AGREEMENT.** The Buyer hereby retains the Company, including **Lynn C Fillmore, Principal Broker** (the "Buyer's Agent") as the authorized agent for the Company, starting on the Effective Date as defined in section 15 below, for a period of [] Months, ending at 5:00 P.M.(Mountain Time), or the Closing of the acquisition of a property, whichever occurs first (the "Initial Term"), to act as the exclusive Buyer's Agent in locating and/or negotiating for the acquisition of a property: (a) In the State of Utah. During the Initial Term of this Exclusive Buyer-Broker Agreement, and any extensions thereof, the Buyer agrees not to enter into another buyer broker agreement with another real estate agent or brokerage.

2. **BROKERAGE FEE.** If, during the Initial Term, or any extension of the Initial Term, the Buyer, or any other person acting in the Buyer's behalf, acquires an interest in any real property as referenced in Section 1 above, the Buyer agrees to pay to the Company a brokerage fee in the amount of , (1 1/2%) One and One Half Percent, of the acquisition price of the property (the "Brokerage Fee"). If the property acquired by the Buyer is listed with a brokerage, the buyer agent commission ("BAC") paid to the Company by the listing brokerage shall satisfy the Buyer's obligation for the Brokerage Fee shown above provided that the BAC is not less than the amount shown above. If the BAC is less than the amount shown above, Buyer will pay the difference at Closing. If the property is not listed with a brokerage, in the absence of a commission agreement with the owner of the selected property, the Brokerage Fee shown above shall be paid by the Buyer. Unless otherwise agreed to in writing by the Buyer and the Company, the Brokerage Fee shown above shall be due and payable on: (a) If a purchase, the date of recording of the Closing documents; (b) If a lease, the effective date of the lease; or (c) If an option, the date the option agreement is signed. If the transaction is prevented by default of Buyer, the compensation shall be immediately payable to the Company.

3. **PROTECTION PERIOD.** If within months after the termination or expiration of this Exclusive Buyer-Broker Agreement, Buyer or any person acting on the Buyer's behalf, enters into an agreement to purchase, exchange, obtain an option on, or lease any property, as referenced in Section 1 above, located for Buyer by Buyer's Agent or the Company, or on which Buyer's Agent negotiates in Buyer's behalf during the Initial Term, Buyer agrees to pay to the Company the Brokerage Fee referenced in Section 2.

4. **BUYER REPRESENTATIONS/DISCLOSURES.** The Buyer warrants that the Buyer has not entered into any other Exclusive Buyer-Broker Agreement with any other brokerage that is still in force and effect. The Buyer will: (a) In all communications with other real estate agents, notify the agents in advance that the Buyer has entered into this Exclusive Buyer-Broker Agreement with the Company; (b) Furnish the Buyer's Agent with relevant personal and financial information to facilitate the Buyer's ability to acquire a property; (c) Exercise care and diligence in evaluating the physical and legal condition of the property selected by the Buyer; (d) Hold harmless the Company and the Buyer's Agent against any claims as the result of any injuries incurred while inspecting any property; (e) Upon signing of this Exclusive Buyer-Broker Agreement, personally review and sign the Buyer Due Diligence Checklist form; and (f) Disclose to the Buyer's Agent all properties in which the Buyer, as of the date of this Exclusive Buyer-Broker Agreement, is either negotiating to acquire or has a present interest in acquiring.

5. AGENCY RELATIONSHIPS.

5.1 **Duties of a Buyer's Agent.** By signing this Exclusive Buyer-Broker Agreement, the Buyer designates the Buyer's Agent and the Principal/Branch Broker for the Company (the "Broker"), as agents for the Buyer to locate properties as referenced in Section 1 above for Buyer's consideration and review. The Buyer authorizes the Buyer's Agent or

[] [] Buyer's Initials Date _____

the Broker to appoint another agent in the Company to also represent the Buyer in the event the Buyer's Agent or the Broker will be unavailable to service the Buyer. As agents for the Buyer, the Buyer's Agent and Broker have fiduciary duties to the Buyer that include loyalty, obedience, full disclosure, confidentiality, reasonable care, and any other duties required by law.

5.2 Duties of a Limited Agent. The Buyer understands that the Buyer's Agent and the Broker may now, or in the future, be agents for a seller who may have a property that the Buyer may wish to acquire. Then the Buyer's Agent and the Broker may be acting as Limited Agents - representing both the Buyer and the seller at the same time. A Limited Agent has fiduciary duties to both the Buyer and the seller as required by law. However, some of those duties are "limited" because the agent cannot provide to both parties undivided loyalty, confidentiality and disclosure. For this reason, the Limited Agent is bound by a further duty of neutrality. Being neutral, the Limited Agent may not disclose to either party information likely to weaken the bargaining position of the other – for example, the highest price the Buyer will offer, or the lowest price the seller will accept. However, the Limited Agent will be required to disclose information given to the agent in confidence by the other party if failure to disclose such information would be a material misrepresentation regarding the Property or regarding the ability of the parties to fulfill their obligations. The Buyer is advised that neither the Buyer nor the seller is required to accept a limited agency situation in the Company, and each party is entitled to be represented by its own agent. In the event a limited agency situation arises, the Buyer's Agent and the Broker, as applicable, may only act as Limited Agents based upon a separate Limited Agency Consent Agreement signed by the seller and Buyer.

6. PROFESSIONAL ADVICE. The Company and the Buyer's agent are trained in the marketing of real estate. Neither the Company nor the Buyer's Agent are trained or licensed to provide the Buyer with professional advice regarding the physical condition of any property or regarding legal or tax matters. The Buyer is advised not to rely on the Company, or any agents of the Company, for a determination regarding the physical or legal condition of the property, including, but not limited to: past or present compliance with zoning and building code requirements; the condition of any appliances; the condition of heating/cooling, plumbing, and electrical fixtures and equipment; sewer problems; moisture or other problems in the roof or foundation; the availability and location of utilities; the location of property lines; and the exact square footage or acreage of the property. As part of any written offer to purchase a property, the Company strongly recommends that the Buyer engage the services of appropriate professionals to conduct inspections, investigations, tests, surveys, and other evaluations of the property at the Buyer's expense. If the Buyer fails to do so, the Buyer is acting contrary to the advice of the Company.

7. DISPUTE RESOLUTION. The parties agree that any dispute related to this Exclusive Buyer-Broker Agreement, arising prior to or after the acquisition of a property, shall first be submitted to mediation through a mediation provider mutually agreed upon by the Buyer and the Company. Each party agrees to bear its own costs of mediation. If mediation fails, the other remedies available under this Exclusive Buyer-Broker Agreement shall apply.

8. ATTORNEY FEES/GOVERNING LAW. Except as provided in Section 7, in case of the employment of an attorney in any matter arising out of this Exclusive Buyer-Broker Agreement, the prevailing party shall be entitled to receive from the other party all costs and attorney fees, whether the matter is resolved through court action or otherwise. If, through no fault of the Company, any litigation arises out of the Buyer's employment of the Company under this Exclusive Buyer-Broker Agreement (whether before or after the acquisition of a property), the Buyer agrees to indemnify the Company and the Buyer's Agent from all costs and attorney fees incurred by the Company and/or the Buyer's Agent in pursuing and/or defending such action. This Exclusive Buyer-Broker Agreement shall be governed and construed in accordance with the laws of the State of Utah.

9. BUYER AUTHORIZATIONS. The Buyer authorizes the Company and/or Buyer's Agent to: (a) Disclose after Closing to each MLS in which the Company participates (consistent with the requirements of each such MLS), the final terms and sales price of the property acquired by Buyer under the terms of this Agreement; and (b) Communicate with

[] [] Buyer's Initials Date _____

the Buyer for the purpose of soliciting real estate related goods and services during and after the term of this Exclusive Buyer-Broker Agreement. The Buyer further agrees that in any transaction for the acquisition of any property, as referenced in Section 1 above, the Earnest Money Deposit may be placed into an interest-bearing trust account with interest paid to the Utah Association of Realtors® Housing Opportunity Fund (UARHOF) to assist in creating affordable housing throughout the state.

10. ATTACHMENT. There ARE ARE NOT additional terms contained in an Addendum attached to this Exclusive Buyer-Broker Agreement. If an Addendum is attached, the terms of that Addendum are incorporated into this Exclusive Buyer-Broker Agreement by this reference.

11. EQUAL HOUSING OPPORTUNITY. The Buyer and the Company will comply with Federal, State, and local fair housing laws.

12. ELECTRONIC TRANSMISSION & COUNTERPARTS. Electronic transmission (including email and fax) of a signed copy of this Exclusive Buyer Broker-Agreement and any addenda, and the retransmission of any signed electronic transmission, shall be the same as delivery of an original. This Exclusive Buyer-Broker Agreement and any addenda may be executed in counterparts.

13. DUE-ON-SALE. Certain types of transactions may trigger what is commonly referred to as a "due-on-sale" clause. A "due-on-sale" clause typically states that the seller's lender or mortgagee may call the loan due and payable in full if the seller participates in certain types of transactions. These types of transactions may include, but are not limited to, transactions where: (a) The sale of the property does not result in the underlying debt being paid in full; (b) The parties enter into a seller-financed transaction; (c) A lease option agreement is entered into; or (d) Any other unauthorized transfer of title to the Property has occurred without the lender's consent. The Buyer understands that if any underlying encumbrances or mortgages on the Property contain a "due-on-sale clause," and the "due on- sale" clause is triggered, the lender may call the entire unpaid balance of the loan immediately due.

14. ENTIRE AGREEMENT. This Exclusive Buyer-Broker Agreement, including the Buyer Due Diligence Checklist form, contains the entire agreement between the parties relating to the subject matter of this Exclusive Buyer-Broker Agreement. This Exclusive Buyer-Broker Agreement shall not be modified or amended except in writing signed by the parties hereto.

15. EFFECTIVE DATE. This Exclusive Buyer-Broker Agreement is entered into and is effective as of the date: (a) The Buyer and the authorized Buyer's Agent or Broker have signed this Exclusive Buyer-Broker Agreement; and (b) The authorized Buyer's Agent or Broker has received a mutually signed copy of this Exclusive Buyer-Broker Agreement (the "Effective Date").

ADDITIONAL REBATE TERMS ADDED HEREIN BY ADDENDA (pages 4 & 5) BELOW:

Intentionally Blank

[] [] Buyer's Initials Date _____

ADDENDUM NO. 1 (BAC Rebate Offer)
TO
EXCLUSIVE BUYER BROKER AGREEMENT & AGENCY DISCLOSURE

THIS IS AN ADDENDUM to that EXCLUSIVE BUYER BROKER AGREEMENT & AGENCY DISCLOSURE (the "Buyer Broker Agreement") entered into on the, between the Buyer, the Broker/Buyer Agent and the Company. The following terms are hereby incorporated as part of the Buyer Broker Agreement, and to the extent these terms modify or conflict with any provisions of the Buyer Broker Agreement, these terms shall control.

1. BROKERAGE FEE / COMPENSATION & REBATE OFFER

1.1 Retainer Fee. The Buyer shall pay to Company a nonrefundable Retainer Fee in the amount of **\$295.00**. The Retainer Fee is due upon acceptance of this agreement. ***If Buyer currently has a property listed with the Company, this Retainer Fee shall be waived.**

*Buyer's MLS # is _____.

1.2. Cooperative Commission: (*based on 3% of purchase price) Offered as incentive to the Licensed Buyer Brokerages over the Multiple Listing Service (the "MLS") shall be split as follows: A minimum of 1 1/2% of the net sales price or value of lease amount of property acquired, or \$1500, whichever is greater, will be due to the Company under this agreement. The remaining Cooperative Commission shall be due to the Buyer. The parties acknowledge that this fee arrangement is based on Buyer Agent providing services to Buyer, and that if the services required by Buyer exceed the services set forth in Paragraph 3 below, the Rebate offer may be modified by Company. Any additional Compensation offered by sellers or their agents in excess of a 3% Cooperative Commission amount noted above shall be retained by company. (for example, marketing incentives or added bonuses offered to cooperating brokers) Any Default by Seller in Purchase / Lease Agreement resulting in liquidated damages to Buyer shall be split by Buyer and Company.

If the desired property is listed by the Company, Buyer, Seller and Company will confirm the Cooperative Commission offered over MLS has been reduced accordingly prior to closing of the transaction. Exception: The cooperative commission offered a Short Sale or pre-foreclosure properties is under the control of the Lender and the offered cooperative commission may be modified by the Lender from posted MLS amount.

2. BUYER OBLIGATIONS: Buyer will:

- 2.1 Work exclusively through Broker/Buyer Agent in acquiring property in the market area and negotiate the acquisition of property in the market area only through Broker/Buyer Agent;
- 2.2 Use due diligence in searching for, locating, and screening properties for possible purchase;
- 2.3. Inform other Buyer Agents, salespersons, and sellers with whom Buyer may have contact that Broker/Buyer Agent exclusively represents Buyer for the purpose of acquiring property in the market area and refer all such persons to Broker/Buyer Agent;
- 2.4. Comply with other provisions of this agreement.

3. BROKER/BUYER AGENT OBLIGATIONS: Broker/Buyer Agent will:

3.1. Advise Buyer regarding any properties Buyer becomes aware of, by any search method employed by Buyer, including but not limited to searches on the internet, on web sites such as Realtor.com and MLS Search and parameters submitted to Buyer's Agent.

[] [] Buyer's Initials Date _____

3.2. Submit Buyer offers with necessary documentation, negotiate offers on Buyer's behalf to achieve a fully executed contract, and guide Buyer through the transaction process up to closing; and

3.3. Comply with other provisions of this agreement.

THE UNDERSIGNED hereby accept the terms of this Exclusive Buyer-Broker Agreement along with the terms of this ADDENDUM. **ALL OTHER TERMS** of the Exclusive Buyer Broker Agreement, not modified by this ADDENDUM shall remain the same.

(Buyer's Signature) (Address/Phone) (Date)

(Buyer's Signature) (Address/Phone) (Date)

ACCEPTED by the Company

by: _____
(Lynn C Fillmore, Broker) (Date)

Lynn Fillmore, BROKER / REALTOR® Since' 1992
Town & Country Apollo Properties, LLC
1360 S. Carterville Rd, Orem UT 84097
www.apolloprop.com UtahBroker@comcast.net
(801) 224-1559 Phone / FAX
(801) 372-1658 Cell / Text