



BUYER - BROKER EXCLUSIVE EMPLOYMENT AGREEMENT

THE PRINTED PORTION OF THIS AGREEMENT HAS BEEN APPROVED BY THE ARIZONA ASSOCIATION OF REALTORS®. NO REPRESENTATION IS MADE AS TO THE LEGAL VALIDITY OR ADEQUACY OF ANY PROVISION OR THE TAX CONSEQUENCES THEREOF. IF YOU DESIRE LEGAL OR TAX ADVICE, CONSULT YOUR ATTORNEY OR TAX ADVISOR.

1. Buyer/Tenant \_\_\_\_\_ ("Buyer")

2. Firm Name: \_\_\_\_\_ ("Broker") and its agent \_\_\_\_\_ (AGENT'S NAME)

3. Term: This Agreement shall commence on \_\_\_\_\_ and expire at 11:59 p.m. on \_\_\_\_\_.

4. Buyer intends to acquire an interest in one or more properties meeting the following general description:  
5.  Residential  Land  Commercial  Other: \_\_\_\_\_ ("Property")

6. Broker agrees to endeavor to locate such Property.  
7. Therefore, Buyer hereby employs and grants to Broker the exclusive and irrevocable right during the term of this Agreement to  
8. locate Property for Buyer and negotiate acceptable terms and conditions for its purchase, exchange, option or lease, as more  
9. specifically set forth herein.

10. **Broker Compensation:** Unless otherwise stated below, Broker's compensation shall be paid at the time of and as a condition of  
11. closing, as follows:  
12. a. Buyer authorizes Broker to accept compensation from Seller or Seller's broker, which shall be credited against any  
13. compensation owed by Buyer to Broker under this Agreement.  
14. b. In the event that Buyer's actions preclude Broker's entitlement to compensation from Seller or Seller's Broker, Buyer agrees  
15. to compensate Broker if the Buyer or any other person acting on the Buyer's behalf enters into an agreement to purchase,  
16. exchange, option, or lease any Property.  
17. c. The amount of compensation shall be: \_\_\_\_\_  
18. d. If completion of any transaction is prevented by Buyer's default or with the consent of Buyer, the total compensation due  
19. under this Agreement shall be immediately due and payable by Buyer.  
20. e. Buyer agrees to pay such compensation if Buyer, within \_\_\_\_\_ calendar days after the termination of this Agreement, enters  
21. into an agreement to purchase, exchange, option or lease any Property shown to or negotiated on behalf of the Buyer by  
22. Broker during the term of this Agreement, unless Buyer enters into a subsequent buyer-broker exclusive employment  
23. agreement with another broker.

24. **Non-Refundable Retainer Fee:** Buyer agrees to pay and Broker acknowledges receipt of a non-refundable retainer fee in the  
25. amount of \$ \_\_\_\_\_, payable to Broker for initial consultation and research, which fee shall be  
26. considered earned when paid and  credit  not credit against any other compensation owed by Buyer to Broker as  
27. provided above on Line 17.

28. **Buyer's Responsibility:** Buyer agrees to work exclusively with Broker and:  
29. a. be accompanied by Broker on Buyer's first visit to any Property;  
30. b. view or consider Property, and then negotiate in good faith to acquire such Property;  
31. c. to provide to Broker or lender, upon request, information necessary to assure Buyer's ability to acquire such Property;  
32. d. conduct any and all independent inspections of the Property Buyer deems material and/or important.

33. **Notice:** Buyer acknowledges that pursuant to A.R.S. §32-2156, Sellers, Lessors and Brokers are not obligated to disclose  
34. that the Subject Property is or has been: (1) the site of a natural death, suicide, homicide, or any crime classified as a felony;  
35. (2) owned or occupied by a person exposed to HIV, or diagnosed as having AIDS or any other disease not known to be  
36. transmitted through common occupancy of real estate; or (3) located in the vicinity of a sex offender.

37. **Initial Viewing of New Home/Lot Sales, Resale Properties and "Open Houses":** Buyer acknowledges that many new  
38. home/lot sellers will not compensate Broker if Broker does not accompany Buyer on the first new home/lot visit. Similarly, if  
39. Broker does not accompany Buyer to the first visit to a resale Property or an "open house," Broker may not be compensated by  
40. Seller or Seller's broker. Therefore, Buyer agrees that if Buyer makes a first visit to a new home/lot, model home, "open  
41. house," or resale property without Broker, resulting in a seller's or seller's broker's refusal to compensate Broker, that Buyer  
42. will compensate Broker as provided above on Line 17.

(BUYER'S INITIALS ARE REQUIRED) \_\_\_\_\_ BUYER \_\_\_\_\_ BUYER

44. **Equal Housing Opportunity:** It is the policy of the Broker to abide by all local, state, and federal laws prohibiting discrimination  
45. against any individual or group of individuals. The Broker has no duty to disclose the racial, ethnic, or religious composition of any  
46. neighborhood, community, or building, nor whether persons with disabilities are housed in any home or facility, except that the  
47. Broker may identify housing facilities meeting the needs of a disabled buyer.

48. **Additional Terms:** \_\_\_\_\_

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57. COMMISSIONS PAYABLE FOR THE PURCHASE, EXCHANGE, OPTION OR LEASE OF PROPERTY ARE NOT SET BY ANY  
58. BOARD OR ASSOCIATION OF REALTORS® OR MULTIPLE LISTING SERVICE OR IN ANY MANNER OTHER THAN AS  
59. NEGOTIATED BETWEEN BROKER AND BUYER.

60. **Other Potential Buyers:** Buyer consents and acknowledges that other potential buyers represented by Broker may consider,  
61. make offers on, or acquire an interest in the same or similar properties as Buyer is seeking.

62. **Dispute Resolution:** (a) Mediation: Any dispute or claim in law or equity arising out of this Agreement shall be submitted to  
63. mediation in accordance with the mediation procedures of the local REALTOR® association or, if not available, another mediation  
64. provider. (b) Arbitration: If the mediation does not result in the resolution of the dispute, Buyer and Broker agree that the dispute  
65. shall be resolved by binding arbitration. Unless Buyer objects in writing, the arbitration shall be conducted under the rules and  
66. procedures followed by the applicable Board or Association of REALTORS® pursuant to the Code of Ethics and Arbitration  
67. Manual of the NATIONAL ASSOCIATION OF REALTORS®. If Buyer objects to REALTOR® arbitration, the arbitration shall be  
68. conducted by a mutually agreed upon arbitrator, or if the parties fail to agree upon an arbitrator, the dispute shall be resolved by  
69. American Arbitration Association arbitration. Initially, all applicable deposits, arbitrators' fees, filing fees, administrative costs and  
70. expenses shall be borne equally by the parties. However, the arbitrator shall be authorized to award or refund all costs, and  
71. deposits to the prevailing party. The decision of the arbitrator shall be binding, conclusive and may be enforced in any  
72. court of competent jurisdiction.

73. **Attorneys' Fees:** In any non-REALTOR® association proceeding to enforce the compensation due to Broker pursuant to this  
74. Agreement, the prevailing party shall be entitled to reasonable attorneys' fees and costs.

75. **Capacity:** Buyer warrants that Buyer has the legal capacity, full power and authority to enter into this Agreement and  
76. consummate the transaction contemplated hereby on Buyer's own behalf or on behalf of the party Buyer represents, as  
77. appropriate.

78. **Entire Agreement:** This Agreement, any attached exhibits and any addenda signed by the parties shall constitute the entire  
79. agreement between Broker and Buyer, and shall supersede any other written or oral agreement between Broker and Buyer. This  
80. Agreement can be modified only by a writing signed by Broker and Buyer. A fully executed facsimile copy of this Agreement shall  
81. be treated as an original Agreement.

82. **Acceptance:** Buyer hereby agrees to all of the terms and conditions herein and acknowledges receipt of a copy of this  
83. Agreement.

84. \_\_\_\_\_  
Buyer's Signature MO/DA/YR Buyer's Signature MO/DA/YR

85. \_\_\_\_\_  
Street City State ZIP

86. \_\_\_\_\_  
Telephone Fax

87. \_\_\_\_\_  
Firm Name Agent Signature MO/DA/YR

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**For Broker Use Only** \_\_\_\_\_  
Brokerage File/Log No. Manager's Initials Broker's Initials MO/DA/YR

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