



**MAINSTREET ORGANIZATION OF REALTORS®  
EXCLUSIVE BUYER REPRESENTATION AGREEMENT**



\_\_\_\_\_  
BROKERAGE (Print Office Name)

\_\_\_\_\_  
BUYER NAME (Print)

\_\_\_\_\_  
MANAGING BROKER NAME (Print)

\_\_\_\_\_  
BUYER NAME (Print)

\_\_\_\_\_  
DESIGNATED AGENT NAME (Print)

In consideration of the agreement with Brokerage to designate a licensee associated with Brokerage to act as the legal agent of Buyer for the purpose of identifying and negotiating to acquire an interest in real estate for Buyer, Buyer hereby grants to Brokerage the exclusive right to represent Buyer in such acquisition under the terms and provisions of this Exclusive Buyer Representation Agreement.

**1. Representation:** Managing Broker designates and Buyer accepts \_\_\_\_\_ (“Designated Agent”) as the only legal agent of Buyer for the purpose of representing Buyer in the acquisition of real estate. Buyer understands and agrees that neither Managing Broker nor any other licensees associated with Brokerage (except as provided herein) will be acting as legal agent of Buyer. The duties owed to Buyer as referred in the Illinois Real Estate License Act of 2000, as amended, will only be owed to Buyer by the Designated Agent. The Managing Broker and the Designated Agent will have only those duties to the Buyer as are required by statute. Managing Broker reserves the right to appoint additional or substitute designated agent(s) for Buyer as Managing Broker deems necessary. Buyer shall be advised within a reasonable time of any such appointment.

Buyer represents that Buyer has not entered into any Exclusive Buyer Representation Agreement that is currently in effect. Buyer understands that if Buyer acquires any property, whether through the efforts of Buyer, another Brokerage or through the efforts of anyone else, Buyer will be obligated to compensate Brokerage as provided herein. This Exclusive Buyer Representation Agreement shall be effective for the following area: \_\_\_\_\_  
The term “acquire” or “acquisition” shall include the purchase, lease, exchange or option of an interest in real estate by Buyer or anyone acting on Buyer’s behalf.

**2. Term:** This Agreement shall be effective until 11:59 p.m. on \_\_\_\_\_, 20\_\_\_\_ when it shall then terminate. This Agreement is irrevocable and can be terminated prior to the termination date only by written agreement of the parties. If within \_\_\_\_\_ days after the termination of this Agreement (the “protection period”), Buyer acquires any property to which Buyer was introduced by Designated Agent, then Buyer agrees to pay Brokerage the compensation provided for herein. However, no compensation will be due to Brokerage if, during this protection period, Buyer enters into a new Exclusive Buyer Representation Agreement with another brokerage.

(\_\_\_\_/\_\_\_\_) **THE PARTIES UNDERSTAND AND AGREE THAT IT IS ILLEGAL FOR EITHER OF THEM TO DISCRIMINATE AGAINST ANY PROSPECTIVE SELLER OR LESSOR ON THE BASIS OF RACE, AGE, COLOR, RELIGION, SEX, ANCESTRY, ORDER OF PROTECTION STATUS, MARITAL STATUS, PHYSICAL OR MENTAL HANDICAP, FAMILIAL STATUS, NATIONAL ORIGIN, SEXUAL ORIENTATION, MILITARY STATUS, DISHONORABLE DISCHARGE FROM THE MILITARY SERVICE, OR ANY OTHER CLASS PROTECTED BY THE ILLINOIS HUMAN RIGHTS ACT. THE PARTIES AGREE TO COMPLY WITH ALL APPLICABLE FEDERAL, STATE, AND LOCAL FAIR HOUSING LAWS.**

**3. Designated Agent Duties:**

- (a) To use Designated Agent’s best efforts to identify properties listed in the multiple listing service that meet the Buyer’s general specifications relating to location, price, features and amenities.
- (b) To arrange for inspections of properties identified by Buyer as potentially appropriate for acquisition.
- (c) To advise Buyer as to the pricing of comparable properties.
- (d) To assist Buyer in the negotiation of a contract acceptable to Buyer for the acquisition of property.
- (e) To provide reasonable safeguards for confidential information that Buyer discloses to Designated Agent.

**4. Managing Broker Duties:**

- (a) To provide through Buyer’s Designated Agent, those brokerage services set forth in Section 15-75 of the Illinois Real Estate License Act of 2000, as amended.
- (b) To assist and advise Designated Agent as necessary in Designated Agent’s work on Buyer’s behalf.

59 (c) To make the Brokerage Managing Broker or Managing Broker, available to consult with Designated Agent as to  
60 Buyer's negotiations for the acquisition of real estate, who will maintain the confidence of Buyer's confidential  
61 information.

62 (d) To make other sales associates associated with Brokerage Managing Broker aware of Buyer's general specifications  
63 for real property.

64 (e) As needed, to designate one or more additional or substitute sales associates as Designated Agents of Buyer.  
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66 **5. Buyer's Duties:**

67 (a) To provide Designated Agent with Buyer's general specifications for the real estate Buyer is seeking.

68 (b) To work exclusively with Designated Agent to identify and acquire real estate during the time that this Agreement is  
69 in force.

70 (c) To supply relevant financial information that may be necessary to permit Designated Agent to fulfill Agent's  
71 obligations under this Agreement.

72 (d) To be available upon reasonable notice and at reasonable hours to inspect properties that seem to meet Buyer's  
73 specifications.

74 (e) To pay Brokerage according to the terms specified in this Agreement.  
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76 **6. Possible Dual Agency:** The above named Designated Agent (hereinafter sometimes referred to as "Licensee") may undertake a  
77 dual representation (represent both the seller or landlord and the buyer or tenant) for the sale or lease of the Property. Buyer  
78 acknowledges he was informed of the possibility of this type of representation. Before signing this document, Buyer must read the  
79 following:

80 Representing more than one party to a transaction presents a conflict of interest, since both clients may rely upon Licensee's  
81 advice and the clients' respective interests may be adverse to each other. Licensee will undertake this representation only with the  
82 written consent of ALL clients in the transaction. Any agreement between the clients as to a final contract price and other terms is  
83 a result of negotiations between the clients acting in their own best interests and on their own behalf. Buyer acknowledges that  
84 Licensee has explained the implications of dual representation, including the risks involved, and understands that he has been  
85 advised to seek independent advice from advisors or attorneys before signing any documents in this transaction.

86 **WHAT A LICENSEE CAN DO FOR CLIENTS WHEN ACTING AS A DUAL AGENT:**

- 87 1. Treat all clients honestly.  
88 2. Provide information about the Property to the buyer or tenant.  
89 3. Disclose all latent material defects in the Property that are known to Licensee.  
90 4. Disclose financial qualification of the buyer or tenant to the seller or landlord.  
91 5. Explain real estate terms.  
92 6. Help the buyer or tenant to arrange for property inspections.  
93 7. Explain closing costs and procedures.  
94 8. Help the buyer compare financing alternatives.  
95 9. Provide information about comparable properties that have sold so both clients may make educated decisions on what price to  
96 accept or offer.  
97

98 **WHAT A LICENSEE CANNOT DISCLOSE TO CLIENTS WHEN ACTING AS A DUAL AGENT:**

- 99 1. Confidential information that Licensee may know about the clients, without the client's permission.  
100 2. The price or terms the seller or landlord will take other than the listing price without permission of the seller or landlord.  
101 3. The price or terms the buyer or tenant is willing to pay without permission of the Buyer or tenant.  
102 4. A recommended or suggested price or terms the Buyer or tenant should offer.  
103 5. A recommended or suggested price or terms the seller or landlord should counter with or accept.  
104

105 **If Buyer is uncomfortable with this disclosure and dual representation, please let Licensee know. Buyer is not required to**  
106 **accept this section unless Buyer wants to allow the Licensee to proceed as a Dual Agent in this transaction.**

107   By checking "Yes" and initialing, Buyer acknowledges that Buyer has read and  
108 understands this section and voluntarily consents to the Licensee acting as a Dual  
109 Agent (that is, to representing BOTH the seller or landlord and the buyer or tenant  
110 should that become necessary.

111 (\_\_\_\_\_/\_\_\_\_\_)   
112 (Buyer(s) Initials)

113 **7. Representing Other Buyers:** Buyer understands that Designated Agent has no duty to represent only Buyer, and that  
114 Designated Agent may represent other prospective buyers who may be interested in acquiring the same property or properties that  
115 Buyer is interested in acquiring. Buyer expressly waives any claims, including but not limited to, breach of statutory duty or  
116 breach of contract based solely upon Brokerage's or Buyer's Designated Agent's representation of another buyer who may be  
117 seeking to acquire the same property as the Buyer.

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119 **8. Previous Representation:** Buyer understands that Brokerage and/or Designated Agent may have previously represented the  
120 seller from whom Buyer wishes to purchase property. During that representation, Brokerage and/or Designated Agent may have  
121 learned material information about the seller that is considered confidential. Under the law, neither Brokerage nor Designated  
122 Agent may disclose any such confidential information to Buyer even though Brokerage and Designated Agent now represent  
123 Buyer.

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125 **9. Compensation:** The Parties expect that Buyer's Brokerage commission will be paid by the seller or seller's brokerage pursuant  
126 to an offer of compensation. However, if Buyer's Brokerage is not compensated by seller or seller's brokerage, or if the amount of  
127 compensation paid by seller or seller's brokerage is not at least \_\_\_\_\_% of the purchase price then Buyer agrees to pay  
128 Buyer's Brokerage the difference between \_\_\_\_\_% of the purchase price and what seller or seller's brokerage actually  
129 paid to Buyer's Brokerage. This section applies if Buyer enters into a contract to acquire real estate during the term of this  
130 Agreement or the protection period, and such contract results in a closed transaction. Any modification of this section, including  
131 the commission to be paid to Buyer's Brokerage shall be by a separate written agreement. In the event of Lease, Buyer's  
132 Brokerage compensation will be \$\_\_\_\_\_, reduced by the amount of compensation received by  
133 Buyer's Brokerage.

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135 **10. Minimum Standards:** Illinois Real Estate License Act of 2000, as amended provides that all exclusive brokerage agreements  
136 must specify that the sponsoring broker, through one or more sponsored licensees, must provide at a minimum, the following  
137 services: (1) accept delivery of and present to the client offers and counter-offers to buy, sell, or lease the client's property or the  
138 property the client seeks to purchase or lease; (2) assist the client in developing, communicating, negotiating, and presenting  
139 offers, counter offers, and notices that relate to the offers and counteroffers until a lease or purchase agreement is signed and all  
140 contingencies are satisfied or waived; and (3) answer the client's questions relating to the offers, counter-offers, notices, and  
141 contingencies.

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143 **11. Failure to Close:** If a seller or lessor in an agreement made with Buyer fails to close a transaction under such Agreement with  
144 no fault on the part of Buyer, the Buyer shall have no obligation to pay the commission provided for herein. If such transaction  
145 fails to close because of any fault on the part of Buyer, such commission will not be waived, but will be due and payable  
146 immediately. In no case shall Brokerage or Designated Agent be obligated to advance funds for the benefit of Buyer in order to  
147 complete a closing.

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149 **12. Disclaimer:** Buyer acknowledges that Brokerage and Designated Agent are being retained solely as real estate professionals,  
150 and not as attorneys, tax advisors, surveyors, structural engineers, home inspectors, environmental consultants, architects,  
151 contractors, or other professional service providers. Buyer understands that such other professional service providers are available  
152 to render advice or services to Buyer, if desired, at Buyer's expense.

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154 **13. Costs of Third Party Services or Products:** Buyer agrees to reimburse Managing Broker immediately when payment is due  
155 and amounts paid by Managing Broker on behalf of Buyer for the cost of any products or services furnished by outside sources  
156 such as surveys, soil tests, title reports and engineering studies.

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158 **14. Indemnification of Managing Broker:** Buyer agrees to indemnify Managing Broker and Designated Agent and to hold  
159 Managing Broker and Designated Agent harmless from all claims, disputes or litigation and all judgments, loss, damage, cost or  
160 expense, including attorneys' fees incurred by Managing Broker or Designated Agent, arising out of this Agreement, or the  
161 collection of fees or commission due Managing Broker pursuant to the terms and conditions of this Agreement or arising out of  
162 any misstatements or misinformation provided Managing Broker and/or Designated Agent by Buyer.

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164 **15. Assignment by Buyers:** No assignment of Buyer's interest under this Agreement and no assignment of rights in real property  
165 obtained for Buyer pursuant to this Agreement shall operate to defeat any of Brokerage's rights under this Exclusive Buyer  
166 Representation Agreement.

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168 **16. Modification of this Agreement:** No modification of any of the terms of this Agreement shall be valid or binding upon the  
169 parties or entitled to enforcement unless such modification has first been reduced to writing and signed by the parties.

