

**RELATIONSHIPS/CONSENTS IN REAL ESTATE TRANSACTIONS
(COMBINED EXPLANATION AND DISCLOSURE)**

Definition of Terms and Description of Duties



1 A **"Seller Agent"** is obligated to the **Seller** to:

- 2 ● act solely in the best interests of the seller, except that a seller agent, after written disclosure to the seller and
- 3 with the seller's written consent, may represent multiple sellers of property or list properties for sale that may
- 4 compete with the seller's property without breaching any obligation to the seller;
- 5 ● obey promptly and efficiently all lawful instructions of the seller;
- 6 ● disclose all relevant and material information that concerns the real estate transaction and that is known to
- 7 the seller agent and not known or discoverable by the seller unless the information is subject to confidentiality
- 8 arising from a prior or existing agency relationship on the part of the seller agent with a buyer or another seller;
- 9 ● safeguard the seller's confidences;
- 10 ● exercise reasonable care, skill, and diligence in pursuing the seller's objectives and in complying with the
- 11 terms established in the listing agreement;
- 12 ● fully account to the seller for any funds or property of the seller that comes into the seller agent's
- 13 possession; and
- 14 ● comply with all applicable federal and state laws, rules, and regulations.

16 A **"Seller Agent"** is obligated to the **Buyer** to:

- 17 ● disclose to a buyer or the buyer agent any adverse material facts that concern the property and that are
- 18 known to the seller agent, except that the seller agent is not required to inspect the property or verify any
- 19 statements made by the seller;
- 20 ● disclose to a buyer or the buyer agent when the seller agent has no personal knowledge of the veracity of
- 21 information regarding adverse material facts that concern the property;
- 22 ● act in good faith with a buyer and a buyer agent; and
- 23 ● comply with all applicable federal and state laws, rules, and regulations.

25 A **"Buyer Agent"** is obligated to the **Buyer** to:

- 26 ● act solely in the best interests of the buyer, except that a buyer agent, after written disclosure to the buyer and
- 27 with the buyer's written consent, may represent multiple buyers interested in buying the same property or similar
- 28 properties to the property in which the buyer is interested or show properties in which the buyer is interested to
- 29 other prospective buyers without breaching any obligation to the buyer;
- 30 ● obey promptly and efficiently all lawful instructions of the buyer;
- 31 ● disclose all relevant and material information that concerns the real estate transaction and that is known to
- 32 the buyer agent and not known or discoverable by the buyer, unless the information is subject to confidentiality
- 33 arising from a prior existing agency relationship on the part of the buyer agent with another buyer or seller;
- 34 ● safeguard the buyer's confidences;
- 35 ● exercise reasonable care, skill, and diligence in pursuing the buyer's objectives and in complying with the
- 36 terms established in the Buyer/Broker agreement;
- 37 ● fully account to the buyer for any funds or property of the buyer that comes into the buyer agent's
- 38 possession; and
- 39 ● comply with all applicable federal and state laws, rules and regulations.

41 A **"Buyer Agent"** is obligated to the **Seller** to:

- 42 ● disclose any adverse material facts that are known to the buyer agent and that concern the ability of the
- 43 buyer to perform on any purchase offer;
- 44 ● disclose to the seller or the seller agent when the buyer agent has no personal knowledge of the veracity of
- 45 information regarding adverse material facts that concern the buyer;
- 46 ● act in good faith with a seller and a seller agent; and
- 47 ● comply with all applicable federal and state laws, rules and regulations.

49 **DUAL AGENCY** IF A SELLER AGENT IS ALSO REPRESENTING A BUYER, OR A BUYER AGENT IS ALSO
50 REPRESENTING A SELLER WITH REGARD TO A PROPERTY, THEN A DUAL AGENCY RELATIONSHIP MAY
51 BE ESTABLISHED. IN A DUAL AGENCY RELATIONSHIP, THE DUAL AGENT IS EQUALLY OBLIGATED TO BOTH
52 THE SELLER AND THE BUYER. THESE OBLIGATIONS MAY PROHIBIT THE DUAL AGENT FROM ADVOCATING
53 EXCLUSIVELY ON BEHALF OF THE SELLER OR BUYER AND MAY LIMIT THE DEPTH AND DEGREE OF
54 REPRESENTATION THAT YOU RECEIVE. A BROKER OR A SALESPERSON MAY NOT ACT AS A DUAL AGENT
55 WITHOUT THE SIGNED, WRITTEN CONSENT OF BOTH THE SELLER AND THE BUYER.

57 _____ Initial

58 A **"Dual Agent"** is obligated to a Seller in the same manner as a seller agent and is obligated to a buyer in the
59 same manner as a buyer agent, except that a dual agent:
60 ● has a duty to disclose to a buyer or seller any adverse material facts that are known to the dual agent
61 regardless of any confidentiality considerations; and
62 ● may not disclose the following information without the written consent of the person whom the information
63 is confidential;
64 (i) the fact that the buyer is willing to pay more than the offered purchase price;
65 (ii) the fact that the seller is willing to accept less than the purchase price that the seller is asking
66 for the property;
67 (iii) factors motivating either party to buy or sell; and
68 (iv) any information that a party indicates in writing to the dual agent is to be kept confidential.

70 A **"Statutory Broker"** is not the agent of the Buyer or Seller but nevertheless is obligated to them to:
71 ● disclose to:
72 (i) a buyer or a buyer agent any adverse material facts that concern the property and that are
73 known to the statutory broker, except that the statutory broker is not required to inspect the
74 property or verify any statements made by the seller; and
75 (ii) a seller or a seller agent any adverse material facts that are known to the statutory broker and
76 that concern the ability of the buyer to perform on any purchase offer;
77 ● exercise reasonable care, skill, and diligence in putting together a real estate transaction, and
78 ● comply with all applicable federal and state laws, rules and regulations.

80 An **"Adverse material fact"** means a fact that should be recognized by a broker or salesperson as being of
81 enough significance as to affect a person's decision to enter into a contract to buy or sell real property and may be
82 a fact that:

83 (i) materially affects the value, affects structural integrity, or presents a documented health risk to
84 occupants of the property; and
85 (ii) materially affects the buyer's ability or intent to perform the buyer's obligations under a proposed or
86 existing contract.

87 "Adverse material fact" does not include the fact that an occupant of the property has or has had a communicable
88 disease or that the property was the site of a suicide or felony.

90 **Disclosures/Consents**

91 The undersigned Broker or Salesperson hereby discloses the relationship(s) as checked below, and the undersigned
92 Seller or Buyer acknowledges receipt of such disclosure(s) and consents to the relationship(s) disclosed.

94 **Check all the Applicable Relationship(s):**

96 Seller Agent
97 **By checking this box, the undersigned consents**
98 **to the Broker or Salesperson representing**
99 **multiple sellers of property that may compete**
100 **with the Seller's property**

Buyer Agent
 By checking this box, the undersigned consents to
the Broker or Salesperson representing multiple
buyers interested in similar properties at the same
time.

102 Statutory Broker

Dual Agent (by checking this box, the undersigned
consents to the Broker or Salesperson acting as a dual
representative.)

107 _____ / _____
108 Broker and/or Salesperson Date

111 _____ / _____
112 Seller Buyer Date

NOTE: Unless otherwise expressly stated the term "Days" means calendar days and not business days. Business days are defined as all days as except Sundays and holidays. Any performance which is required to be completed on a Saturday, Sunday or a holiday can be performed on the next business day.