The Buyers Representative Agreement

As we begin working together in finding your new home I will ask you to sign a **Buyers Representative Agreement.** What is this form? Why should you sign it?

A Buyers Representative Agreement is a legal document that formalizes your working relationship with me, your representative, detailing what services you are entitled to and what I expect from you in return. While the language used in the document is formal, homebuyers should view it as an important and helpful tool for clarifying expectations, developing mutual loyalty, and most importantly, elevating the services you receive.

1. **Receive a higher level of service.** If you've formalized an agency relationship with a buyer's rep you can expect to be treated like a client instead of a customer! The difference is that clients are entitled to superior services, relative to customers.

2. **Get more without paying more.** In almost every case home sellers have already agreed to compensate a cooperating selling broker (me) through the listing agreement they signed with their listing broker. (**Remember, under Tennessee Agency law I am not working for the seller, but for you – my client!)** If they haven't, you can ask me to avoid showing you any such homes. Or you can still view the home, knowing you'll have to factor your my compensation into any offer you may write.

3. **Avoid misunderstandings.** A Buyer's Representative Agreement clarifies expectations, helping you understand what you should and shouldn't expect from my representation and what I will expect from you, which usually centers on loyalty.

4. **Agency relationships are based on mutual consent.** While most Buyer's Representation Agreements specify a time period, they can be terminated early if both parties consent. I will be willing to end the agreement early if the working relationship isn't going well. Some buyer's reps also offer Buyer's Representation Agreements for as little as one day for the purpose of giving both parties a brief trial period to explore working together.

5. **Strength as a team.** When you and I work together within a formalized agency relationship, you have created a team dedicated to helping you achieve the best possible home buying experience.

In essence as your buyer's rep I will be working for you, trying to get you the right house for the best possible price and will connect you with the right sources for answers to questions or concerns that may arise during the transaction.

A COPY OF THE ACTUAL BUYER REPRESENTATION AGREEMENT IS ATTACHED FOR YOUR REVIEW. Please read carefully as this is a binding legal document.

Please do not hesitate to contact me if you have any questions.

I am looking forward to working FOR YOU!

Regards,

***My Agency Relationship with You under Tennessee State Law:***

**AGENCY STATUS: Designated Agent for the Buyer**

The individual Licensee that has been assigned by his/her Managing Broker and is working as an agent for the buyer in this consumer’s prospective transaction, to the exclusion of all other licensees in his/her company. Even if someone else in the Licensee’s company represents a seller in whose property the buyer is interested, the Designated Agent for the Buyer will continue to work as an advocate for the best interests of the buyer. An agency relationship of this type cannot, by law, be established without a written agency agreement.