# **Working with Real Estate Agents**

When buying or selling real estate, you may find it helpful to have a real estate agent assist you. Real estate agents can provide many useful services and work with you in different ways. In some real estate transactions, the agents work for the seller. In others, the seller and buyer may each have agents. And sometimes the same agents work for both the buyer and the seller. It is important for you to know whether an agent is representing you as your agent or simply assisting you while acting as an agent of the other party.

This brochure addresses the various types of agency relationships that may be available to you. It should help you decide which relationship you want to have with a real estate agent. It will also give you useful information about the various services real estate agents can provide buyers and sellers, and it will help explain how real estate agents are paid.

#### Sellers

#### Seller's Agent

If you are selling real estate, you may want to "list" your property for sale with a real estate firm. If so, you will sign a "listing agreement" authorizing the firm and its agents to represent you in your dealings with buyers as your seller's agent. You may also be asked to allow agents from other firms to help find a buyer for your property. Be sure to read and understand the listing agreement before you sign it. Your agent must give you a copy of the listing

agreement after you sign it.

Duties to Seller: The listing firm and its agents must • promote your best interests • be loyal to you • follow your lawful instructions • provide you with all material facts that could influence your decisions • use reasonable skill, care and diligence, and • account for all monies they handle for you. Once you have signed the listing agreement, the firm and its agents may not give any confidential information about you to prospective buyers or their agents without your permission so long as they represent you. But until you sign the listing agreement, you should avoid telling the listing agent anything you would not want a buyer to know.

Services and Compensation: To help you sell your property, the listing firm and its agents will offer to perform a number of services for you. These may include • helping you price your property • advertising and marketing your property • giving you all required property disclosure forms for you to complete • negotiating for you the best possible price and terms • reviewing all written offers with you and • otherwise promoting your interests.

For representing you and helping you sell your property, you will pay the listing firm a sales commission or fee. The listing agreement must state the amount or method for determining the commission or fee and whether you will allow the firm to share its commission with agents representing the buyer.

#### Dual Agent

You may even permit the listing firm and its agents to represent you and a buyer at the same time. This "dual agency relationship" is most likely to happen if an agent with your listing firm is working as a buyer's agent with someone who wants to purchase your property. If this occurs and you have not already agreed to a dual agency relationship in your listing agreement, your listing agent will ask you to amend your listing agreement to permit the agent to act as agent for both you and the buyer.

It may be difficult for a dual agent to advance the interests of both the buyer and seller. Nevertheless, a dual agent must treat buyers and sellers fairly and equally. Although the dual agent owes them the same duties, buyers and sellers can prohibit dual agents from divulging certain confidential information about them to the other party. Some firms also offer a form of dual agency called "designated agency" where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each "designated agent" to more fully represent each party,

If you choose the "dual agency" option, remember that since a dual agent's loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of • what your relationship is with the dual agent and • what the agent will be doing for you in the transaction.

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## **Buyers**

When buying real estate, you may have several choices as to how you want a real estate firm and its agents to work with you. For example, you may want them to represent only you (as a buyer's agent). You may be willing for them to represent both you and the seller at the same time (as a dual agent). Or you may agree to let them represent only the seller (seller's agent or subagent). Some agents will offer you a choice of these services. Others may not.

#### Buver's Agent

Duties to Buyer: If the real estate firm and its agents represent you, they must • promote your best interests • be loyal to you • follow your lawful instructions • provide you with all material facts that could influence your decisions • use reasonable skill, care and diligence, and • account for all monies they handle for you. Once you have agreed (either orally or in writing) for the firm and its agents to be your buyer's agent, they may not give any confidential information about you to sellers or their agents without your permission so long as they represent you. But until you make this agreement with your buyer's agent, you should avoid telling the agent anything you would not want a seller to know.

Unwritten Agreements: To make sure that you and the real estate firm have a clear understanding of what your relationship will be and what the firm will do for you, you may want to have a written agreement. However, some firms may be willing to represent and assist you for a time as a buyer's agent without a written agreement. But if you decide to make an offer to purchase a particular property, the agent must obtain a written agency agreement before writing the offer. If you do not sign it, the agent can no longer represent and assist you and is no longer required to keep information about you confidential.

Be sure to read and understand any agency agreement before you sign it. Once you sign it, the agent must give you a copy of it.

Services and Compensation: Whether you have a written or unwritten agreement, a buyer's agent will perform a number of services for you. These may include helping you • find a suitable property • arrange financing • learn more about the property and • otherwise promote your best interests. If you have a written agency agreement, the agent can also help you prepare and submit a written offer to the seller.

A buyer's agent can be compensated in different ways. For example, you can pay the agent out of your own pocket. Or the agent may seek compensation from the seller or listing agent first, but require you to pay if the listing agent refuses. Whatever the case, be sure your compensation arrangement with your buyer's agent is spelled out in a buyer agency agreement before you make an offer to purchase property and that you carefully read and understand the compensation provision.

### **Dual Agent**

You may permit an agent or firm to represent you and the seller at the same time. This "dual agency relationship" is most likely to happen if you become interested in a property listed with your buyer's agent or the agent's firm. If this occurs and you have not already agreed to a dual agency relationship in your (written or oral) buyer agency agreement, your buyer's agent will ask you to amend the buyer agency agreement or sign a separate agreement or document permitting him or her to act as agent for both you and the seller. It may be difficult for a dual agent to advance the interests of both the buyer and seller. Nevertheless, a dual agent must treat buyers and sellers fairly and equally. Although the dual agent owes them the same duties, buyers and sellers can prohibit dual agents from divulging certain confidential information about them to the other party.

Some firms also offer a form of dual agency called "designated dual agency" where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each "designated agent" to more fully represent each party.

If you choose the "dual agency" option, remember that since a dual agent's loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of • what your relationship is with the dual agent and • what the agent will be doing for you in the transaction. This can best be accomplished by putting the agreement in writing at the earliest possible time.

# Seller's Agent Working With a Buyer

If the real estate agent or firm that you contact does not offer buyer agency or you do not want them to act as your buyer agent, you can still work with the firm and its agents. However, they will be acting as the seller's agent (or "subagent"). The agent can still help you find and purchase property and provide many of the same services as a buyer's agent. The agent must be fair with you and provide you with any "material facts" (such as a leaky roof) about properties.

But remember, the agent represents the seller-not you-and therefore must try to obtain for the seller the best possible price and terms for the seller's property. Furthermore, a seller's agent is required to give the seller any information about you (even personal, financial or confidential information) that would help the seller in the sale of his or her property. Agents must tell you in writing if they are sellers' agents before you say anything that can help the seller. But until you are sure that an agent is not a seller's agent, you should avoid saying anything you do not want a seller to know.

Sellers' agents are compensated by the sellers.

Agent's Initials A	cknowledging Disclosure:
<i>For Buyer/Seller</i> Agent Name:	B. Mark Rogers - Katie Meyers
License Number:	67378 - 304137
Firm Name:	Rogers Realty & Auction
Date:	March 1, 2020

# Working with Real Estate Agents

with me.
ı will represent

(Note: This brochure is for informational purposes only and does not constitute a contract for service.)

The North Carolina Real Estate Commission
P.O. Box 17100 Raleigh, North Carolina 27619-7100
919/875-3700

Web Site: www.ncrec.gov REC 3.45 3/1/13

## REAL PROPERTY AUCTION PURCHASE AND SALE CONTRACT

THIS AGREEMENT made this	day of	, by and between
		("Buyer"), and
		("Seller").
WHEREAS at an auction conducted this day b	у	Rogers Realty & Auction Co. of the mutual promises set forth herein, together with other
valuable consideration, the receipt and sufficient has agreed to buy by becoming the high becomes the sufficient to the	ency of which is hereby ack pidder, all of that plot, pi	nowledged, Seller has agreed to sell and convey, and Buyer are or parcel of land described below, together with all ted below (collectively referred to as the "Property"), upon
including the improvements located thereon at Property will include a manufactured (mobile) provision in the Additional Provisions Addend	nd the fixtures and persona home(s), Buyer and Seller um (Standard Form 2A11-7	
Street Address:City:		Zip
County:,	North Carolina	Zipes and mail delivery may differ from address shown.
NOTE: Governmental authority over taxes, zo	ming, school districts, utiliti	es and mail delivery may differ from address shown.
Legal Description: (Complete $ALL$ applicable)		
Plat Reference: Lot/Unit , B	lock/Section	, Subdivision/Condominiumat Page(s)Acreage:
The PIN/PID or other identification number of	the Property is:	Acreage:
Other description: ASSET NUMBER	¥ 7	
Some or all of the Property may be described i	n Deed Book	at Page
ADDITIONAL PARCELS. If additional print in an attached exhibit to this Agreement, and the	parcels of real property are the term "Property" as used l	he subject of this Agreement, any such parcels are described are in shall be deemed to refer to all such parcels.
Mineral rights X are are not included.		
Timber rights X are are not included.		
any, which may limit the use of the Property, Rules and Regulations, and other governing do is subject to regulation by an owners' associa	and to read the Declaration ocuments of the owners' ass tion, it is recommended that	ontract, Buyer is advised to review Restrictive Covenants, if of Restrictive Covenants, Bylaws, Articles of Incorporation, ociation and/or the subdivision, if applicable. If the Property t Buyer obtain a copy of a completed Owners' Association is Real Property Auction Purchase and Sale Contract, and
<ul><li>2. FIXTURES:</li><li>(a) Included Items: The following items, N/A</li></ul>	if any, are deemed fixtur	es and are included in the Purchase Price free of liens:
All other items attached or affixed to the Probelow.	perty shall also be included	in the Purchase Price unless excluded in subparagraph (b)
(b) Excluded Items: The following items, if otherwise are NOT included in the Purchase Programme (b) (c) (c) (d) (d) (d) (d) (d) (d) (d) (d) (d) (d		affixed to the Property are leased or not owned by Seller or
3. PERSONAL PROPERTY: The foilo N/A	wing personal property s	hall be transferred to Buyer at no value at Closing:
	Page 1 of 6	_

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4. PURCHASE PRICE: The purchase price of the Property is \$ dollars. Should any check or other funds paid by Buyer be dishonored, for any reason, by the institut drawn, Buyer shall have one (1) banking day after written notice to deliver cash or immediately available funds, the Seller shall have the right written notice to the Buyer. An earnest money deposit in the amount of \$ check official bank check wire transfer has this day been made to Firm. The earnest money opayment of the purchase price of the Property at Closing or disbursed as otherwise provided under Buyer shall pay the balance of the purchase price, in the amount of \$ Seller at Closing. Firm will hold the earnest money in an escrow or trust account until it is conveyed disposition is otherwise directed by the written agreement of the parties or the order of a court of comof breach of this contract by Seller, upon Buyer's request, all earnest monies shall be returned to Buyer any other remedies available to Buyer for such breach. In the event of breach of this contract by the Brofefited to Seller, but such forfeiture shall not affect any other remedies available to Seller for such breach.	lable funds to the payment is lable funds to the payee. In the to terminate this contract upon by cash personal deposit shall be applied as part the provisions of this contract.  in full in legal tender to be to the closing attorney or its apetent jurisdiction. In the event, but such return shall not affect uyer, all earnest monies shall be
NOTE: In the event of a dispute between Seller and Buyer over there turn or forfeiture of the earnest relaw to retain said earnest money in the Firm's trust or escrow account until a written release fro disposition has been obtained or until disbursement is ordered by a court of competent jurisdiction. At the earnest money, the Firm may deposit the disputed monies with the appropriate clerk of court in ac N.C.G.S.§93A-12.	m the parties consenting to its lternatively, if a Firm is holding
THE PARTIES AGREE THAT A REAL ESTATE BROKERAGE FIRM ACTING AS ESCIANY EARNEST MONIES DEPOSITED BY BUYER IN AN INTEREST BEARING TRUST A INTEREST EARNED THEREON SHALL BE DISBURSED TO THE ESCROW CONSIDERATION OF THE EXPENSES INCURRED BY MAINTAINING SUCH ASSOCIATED THEREWITH.	ACCOUNT AND THAT ANY AGENT MONTHLY IN
5. NO FINANCING CONTINGENCIES OR INSPECTION RIGHTS: THERE ARE NO FINANT INSPECTION RIGHTS FOR BUYER. SELLER IS NOT OBLIGATED TO MAKE A IMPROVEMENTS OR OTHER MODIFICATIONS TO THE PROPERTY. PRIOR TO SUBMITTED PROPERTY, BUYER DETERMINED THAT THE PROPERTY MEETS ALL LEGAL REQUINTENDED USE OF THE PROPERTY AND IS NOT SUBJECT TO GOVERNMENTAL OR PRIMITED INTERFERE WITH SUCH INTENDED USE, INCLUDING, BUT NOT LIMITED REGULATIONS, WETLAND QUALIFICATION, FLOOD HAZARD OR FLOOD PLAIN DO SYSTEM SUITABILITY. THIS PROPERTY IS BEING SOLD "AS IS" IN ITS CURRENT CONDITION.	INY REPAIRS, CHANGES, NG THE HIGH BID FOR THE UIREMENTS FOR BUYER'S VATE RESTRICTIONS THAT ID TO, ENVIRONMENTAL ESIGNATION AND SEPTIC
6. <b>REASONABLE ACCESS/RESTORATION AND INDEMNITY:</b> Seller will provide reas through Closing for the purpose of evaluating the Property. Buyer shall, at Buyer's expense, pron Property resulting from any activities of Buyer and Buyer's agents and contractors. Buyer will indefrom all loss, damage, claims, suits or costs, which shall arise out of any contract, agreement, or injur result of any activities of Buyer and Buyer's agents and contractors relating to the Property except for cost arising out of pre-existing conditions of the Property and/or out of Seller's negligence or willfur obligation and indemnity shall survive this contract and any termination hereof. Buyer may conduct a Property prior to Closing.	nptly repair any damage to the mnify and hold Seller harmless y to any person or property as a any loss, damage, claim, suit or I acts or omissions. This repair
7. <b>SPECIAL ASSESSMENTS:</b> If the Property is subject to any pending or confirmed government assessments, then they shall be the sole obligation of Buyer to pay.	al or owners' association special
8. CLOSING: The closing shall take place on	g of the deed. The deed is to be contrary in this Contract or any ate but intends to complete the Party"), and if the other party is blaying Party shall give as much in Closing. If the parties fail to bate agreed to in writing by the hall be in breach and the Non-
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Buyer Initials \_

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9.	POSSESSION: Possession sh	all be delivered, subject to exis	sting leases, X at Closing OR on _	
cos Clo to a ad Ow res any	st of deed preparation. Rental in posing X shall not be prorated. In any such income for the current valorem taxes due as a result owners' association dues or other uponsible for all other expenses	the event that such income is the event that such income is year. Any other rental income of the Closing (except deferred like charges shall be prorated in connection with Buyer's pu	NSES: Seller shall pay any real estate cies shall be prorated on a calend not prorated, then the parties agree the from the Property, Property taxes for taxes for prior years, which are the states for a calendar year basis as of the carchase of the Property, including, but ion of the Closing Agent, recording for	ar year basis as of the date of at X Seller Buyer is entitled at the current year, any deferred Seller's sole responsibility) and late of Closing. Buyer shall be to the limited to, the expense of
(a) for fur ent full the (b) des sat obl (c) DE dee wh ence val res	m satisfactory to Buyer and Enished labor, services, materials titled to claim a lien against the l and agreeing to indemnify Burefrom.  Designation of Lien Agent, and Sellet and Enished a Lien Agent, and Sellet prior to or at Sellet and Sell	suyer's title insurer, if any, expenses or rental equipment to the Preproperty as described in N.C.Guyer, Buyer's lender(s) and Buyer, Buyer's lender(s) and Buyer, Buyer's lender(s) and Buyer as soon at axes, liens and other chargettlement such that cancellation at the content of the super such that cancellation following Closing.  The content of th	rnish at Closing an affidavit(s) and in accuted by Seller and any person or operty within 120 days prior to the days. § 44A-8 verifying that each such puyer's title insurer against all loss from the secondary possible a copy of the gest against the Property, not assume as may be promptly obtained following a GENERAL WARRANTY DEER (sheriff's deed, tax deed, trustee's definition for the Property in recordal without exception for mechanics' lier ealed by a current and accurate survice tellement); utility easements and unvicand such other liens, encumbrances of the legal access to a public right of way	entity who has performed on the of Closing and who may be erson or entity has been paid in our any cause or claim arising \$44A-11.1, Seller shall have appointment of Lien Agent. All d by Buyer, must be paid and any Closing. Seller shall remain D X SPECIAL WARRANTY end, executor or administrator's ple form no later than Closing is, and free of any other liens ey of the Property, except: actionated covenants, conditions our defects as may be assumed our
exc	cepted. In the event the Propert	y is damaged so that the Prope	e to the Property shall be borne by S erty cannot be conveyed in substantial I the earnest money shall be returned to	ly the same condition as of the
(a)	Prior to submitting the high sociation Disclosure Statement. OR	Property and Owners' Associon of the Property, Buyer re-	ation Disclosure Statement (check of ceived a signed copy of the N.C. Resclosure Act because (SEE GUIDELII	sidential Property and Owners
∐ Ma	andatory Disclosure Statement. OR	bid for the Property Buyer re	ceived a signed copy of the N.C. M	
<b>X</b> GU	The transaction is exempt: JIDELINES):		and Gas Rights Mandatory Disclo	sure Statement because (SEE
Bu Sel	yer's receipt of a Mineral and ller under Paragraph 11(c) of thi	Oil and Gas Rights Mandator s Contract and shall not consti	y Disclosure Statement does not mo tute the assumption or approval by Bu y approved by Buyer in writing.	dify or limit the obligations of yer of any severance of mineral
		Pag	ge 3 of 6	
		_		STANDARD FORM 620-T
	Rover Initials	Seller Initials		Revised 1/2015 © 7/2019

rights has occurred or is intended (c) Lead-Based Paint Disclosur	.) re (check if applicable):	ming this Contract if severance of mineral and/or oil and gas sed Paint and/or Lead-Based Paint Hazards Disclosure is
(d) Addenda (itemize all addend Seller Financing Addendum Short Sale Addendum (Form ADDENDUM TO OFFER	(Form 2A5-T) 2A14-T)	
owners' association, any insurance agents, representative, or lender to master insurance policy.  Declaration and Restrict Rules and Regulations.  Articles of Incorporation.  Bylaws of the owners' as current financial statemer.	ce company and any attorney who has purue and accurate copies of the following is showing the coverage provided and the dive Covenants  association ent and budget of the owners' association	any owners' association, any management company of the reviously represented the Seller to release to Buyer, Buyer's items affecting the Property, including any amendments: leductible amount
<ul><li>parking restrictions and</li><li>architectural guidelines</li></ul>	•	
The name, address and to N/A Owners' association website	_	the owners' association or the association manager is:
N/A Owners' association website  (f) Primary Residence: Seller	address, if any: represents that the Property is or <b>X</b> is a that to accept bid, reject bids, counter bi	the owners' association or the association manager is: not Seller's primary residence. ds, and withdraw residue properties from the sale at its
no representations, inducements writing and signed by all parties such party's agent. Any written	or other provisions other than those ex hereto. Any notice or communication to notice or communication in connection	sole and entire agreement of the parties hereto and there are pressed herein. No modification shall be binding unless in the begiven to a party herein may be given to the party or to with the transaction contemplated by this Contract may be ss, e-mail address or fax number set forth in the information
herein made by the parties shall consideration, execute, acknowle	survive the Closing. Seller shall, at or vedge and deliver to Buyer such other doc	All representations, warranties, covenants and agreements within six (6) months after the Closing, and without further uments and instruments and take such other action as Buyer to Buyer the Property described herein in accordance with
conveyance of the Property, Buy party shall be responsible for all shall not assume any additional	ver and Seller agree to cooperate in effect I additional costs associated with such e	ires to effect a tax-deferred exchange in connection with the ting such exchange; provided, however, that the exchanging xchange, and provided further, that a non-exchanging party ed exchange. Seller and Buyer shall execute such additional give effect to this provision.
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Buver Initials	Seller Initials	Revised 1/2015 © 7/2019

- 17. APPLICABLE LAW: This contract shall be construed under the laws of the State of North Carolina.
- 18. ASSIGNMENT: This Contract may be assigned by Buyer at Buyer's discretion. If assigned, this Contract shall be binding on the assignee and assignee's heirs and successors.
- 19. **PARTIES:** This contract shall be binding upon and shall inure to the benefit of the parties, *i.e.*, Buyer and Seller and their heirs, successors and assigns. As used herein, words in the singular include the plural and the masculine includes the feminine and neuter genders, as appropriate.

THE NORTH CAROLINA ASSOCIATION OF REALTORS®, INC. MAKES NO REPRESENTATION AS TO THE LEGAL VALIDITY OR ADEQUACY OF ANY PROVISION OF THIS FORM IN ANY SPECIFIC TRANSACTION. IF YOU DO NOT UNDERSTAND THIS FORM OR FEEL THAT IT DOES NOT PROVIDE FOR YOUR LEGAL NEEDS, YOU SHOULD CONSULT A NORTH CAROLINA REAL ESTATE ATTORNEY BEFORE YOU SIGN IT.

BUYER:		SELLER:	
	(SEAL)		(SEAL)
Date:		Date:	<del></del>
	_(SEAL)		(SEAL)
Date:		Date:	
Entity Buyer:		Entity Seller:	
(Name of LLC/Corporation/Partnership/Trust/etc.)	_	(Name of LLC/Corporation/Partnership/Trust/etc.)	
Ву:		Ву:	
Name:	<del></del>	Name:	
Title:		Title:	
Date:		Date:	

[THIS SPACE LEFT INTENTIONALLY BLANK]

Firm acknowledges receipt of the earnest money and agre hereof.	es to hold and disburse the same in accordance with the terms
Date:	Firm:
	Ву:
	By:(Signature)
SELLING AGENT INFORMATION:	
Individual Selling Agent:	Real Estate License #:
Acting as a Designated Dual Agent	Real Estate License #: (check only if applicable)
Individual Selling Agent Phone #: Fax #:	Email:
Firm Name: Acting as Seller's (sub) Agent	Buyer's Agent Dual Agent
Firm Mailing Address:	
NCAL Firm License #:	·
LISTING AGENT INFORMATION:	
Individual Listing Agent: B. Mark Rogers	Real Estate License #: 67378
Acting as a Designated Dual Agen	t (check only if applicable)
Individual Listing Agent Phone #: (336)789-2926 Fax #:	(336) 786-1621 Email: bmrogers@rogersrealty.com
Firm Name: Rogers Realty & Auction Co.  Acting as Seller's (sub) Agent 1310 EMS Drive  Firm Mailing Address: Mount Airy, NC 27030	Dual Agent
NCAL Firm License #: 685	
BID CALLER INFORMATION:	
Auctioneer (Bid Caller) Name:	NCAL License #:

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### ADDENDUM TO OFFER TO PURCHASE

As part of this offer, Buyer acknowledges the following items:

- 1. Buyer is responsible for all recording fees associated with the recording of the executed Deed:
- 2. Closing will be handled via e-file by NCDOT and not at the buyer's attorney's office;
- 3. All final payment funds will be made out to NCDOT via a certified or cashier's check, payable at the time of closing and recording of the Deed;
- 4. Buyer has physically reviewed the property and is aware of any access or control of access;
- 5. The sale of the subject property must be approved by the Board of Transportation and, when necessary, by the Council of State, and these approvals may delay by several months the sale and delivery of the Deed conveying the property.
- 6. The Department retains the right to decline, reject or set aside any and all offers prior closing if deemed in the best interest of the Department.
- 7. This bullet replaces Section 6(g) in the Purchase contract. The NCDOT shall execute and deliver a QUIT CLAIM DEED or SPECIAL WARRANTY DEED for the Property in recordable form no later than Settlement, which shall convey fee simple interest. Access to public right of way is not guaranteed and is the responsibility of the buyer to acquire.

CONVEY TO:	
HAVING AN ADDRESS OF:	
Buyer	Date
Buyer	Date
Denise Amato, Accelerated Residue Sales Coordinator	Date