BUYING IN MARTIN COUNTY?

# 10 Questions to Ask Before You Sign a Buyer Agreement

Take this to every agent you interview in Martin County. Ask each one all ten, write down what they say, and compare the answers side by side before you sign anything.

**Before the first question.** North Carolina requires an agent to give you the *Working With Real Estate Agents* disclosure before discussing your needs, your motivation or your finances, and to review it with you. It is a disclosure, not a contract, and signing it hires no one. Do not tell any agent your budget or your urgency until you know whom they represent.

**Compensation is negotiable.** Broker compensation is not set by law, by the North Carolina Real Estate Commission or by any listing service, and the Commission will not arbitrate a dispute about it. It is a term of your agreement, in amount and in form. Get the figure, the form and the event that triggers it in writing before you sign.

| ASK EACH AGENT<br>Circle any answer you want in writing. | AGENT A<br>name and firm | AGENT B<br>name and firm |
|---|---|---|
| **1** **Exactly what will I owe you, in what form — flat fee, percentage, or hourly — and what event triggers it?**<br>Ask for the figure, the form and the trigger, in writing. The Commission does not set it and will not arbitrate it. | | |
| **2** **If the seller or listing firm offers less than that, how much do I pay at closing?**<br>And will you show me every offer of compensation in writing before I make an offer on a house? | | |
| **3** **Can you ever receive more than the amount in this agreement — a bonus, an incentive, a referral fee from anyone?**<br>Ask what happens to anything offered above your figure, and get the answer in writing. | | |
| **4** **Is this exclusive? Can I terminate early, how, and does anything survive termination?**<br>Early termination and expiration are different mechanisms with different consequences. | | |
| **5** **What is the term — and will you start short, long enough for one round of showings, and renew if I'm satisfied?**<br>Duration is negotiable. A short first term costs a confident agent nothing. | | |

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General information about North Carolina buyer agency, not legal advice. Agency agreements are binding contracts; consult a North Carolina real estate attorney before signing anything you do not fully understand.

# 10 Questions to Ask Before You Sign a Buyer Agreement continued

| ASK EACH AGENT<br>Circle any answer you want in writing. | AGENT A<br>same agents as page 1 | AGENT B<br>same agents as page 1 |
|---|---|---|
| **6** **What exactly is covered: which counties, which property types?**<br>And if I buy for-sale-by-owner or new construction from a builder, do I still owe your fee? | | |
| **7** **Is there a protection period after this ends where I'd still owe a fee — how long, and for which properties?**<br>Ask specifically whether signing with another firm ends it. | | |
| **8** **If I want a house your firm has listed, what happens?**<br>Will you ask me to consent to dual or designated dual agency — and can I decline now, in writing? | | |
| **9** **List the services I'm paying for. What do you personally do during due diligence, and what gets handed to someone else?**<br>"Full service" is not an answer. Ask for the list. | | |
| **10** **What written advice do I get before I sign an offer — on price, on the due diligence fee, and on when I should walk away?**<br>The last one is the whole job. | | |

## Before you sign, check that the agreement has North Carolina License Law, 21 NCAC 58A .0104

- ☐ **Both signatures.** Exclusive or for a set period: in writing from the start. Any other: by the time you make an offer.
- ☐ **Any early-termination penalty** set out clearly and conspicuously.
- ☐ **Your dual agency choice** in your own initials, given or withheld. A firm needs your written authority to represent both sides.
- ☐ **A definite expiration date** and the broker's license number. It ends on that date on its own, with no notice from anyone.
- ☐ **The fair housing commitment** every written agency agreement must carry.

**The full guide.** What a buyer's agent owes you, when the agreement is required and what you can negotiate: martincountybuyersbrief.com/buyer-representation/.

Questions? Call or text Travis at (252) 632-8681.

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