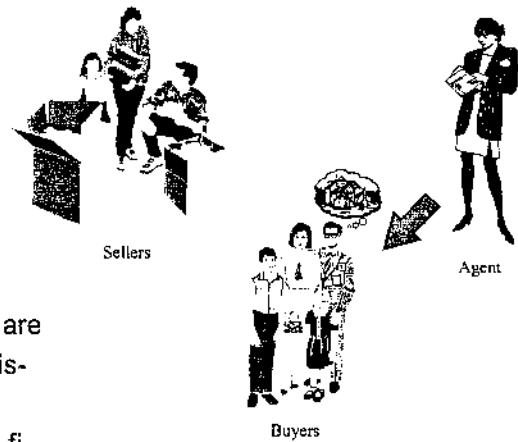


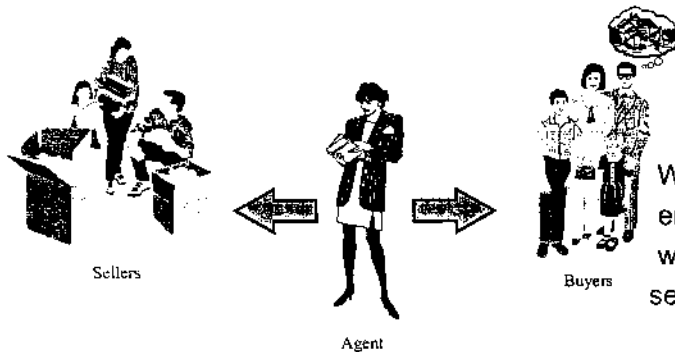
Buyer Agency Relationship

Since 1994, Buyer Agency has become a prevalent form of agency in Indiana. Buyers appreciate knowing their interests are represented by the agent and the agent is working for the Buyer only and not for the Seller.



When a Buyer is represented by an agent, all the fiduciary duties are owed to the Buyer by that agent. The Buyer has the freedom to discuss the value of properties and personal finances and negotiate strategies with the agent. The Buyer can obtain the opinion of the finances and negotiate strategies with the agent. The Buyer can obtain the opinion of the agent concerning the condition of the Property, the effect of improvements, the Seller's motivation for selling, and a variety of information which the Seller's agent cannot provide.

A Buyer's agent will make a commitment to make every reasonable effort to locate the property described by the Buyer.



Limited Agency Relationship

When a Licensee of the Real Estate Broker lists a property for sale, the Licensee forms an agency relationship with the Seller. Throughout the listing period the Licensee is obligated to put the Seller's interest first.

The same Licensee may also form an agency relationship with Buyers; under such a relationship, the Licensee is obligated to put the Buyer's interest first.

A particular Buyer may be interested in purchasing property that is listed by the Buyer's agent, and this situation creates a limited agency. Technically, a limited agency arises when one Licensee or agent has a relationship with two clients who have opposing goals (Buyer and Seller). Very often the clients are working with different agent who do not have a personal relationship with the other client. When a limited agency is formed, the agency relationship is altered and the agent will notify each client.

If limited agency arises, the clients and agents agree to modify the agency relationship. The agents must not disclose any information that would create a negotiating advantage for either client. The agents must treat the interests of the Buyer and Seller equally.