

SELLER DESIGNATED BROKERAGE AGREEMENT

Approved by the Nova Scotia Real Estate Commission (NSREC) for use by licensees under the *Nova Scotia Real Estate Trading Act*.
The NSREC is the regulatory body for real estate in Nova Scotia.

This Seller Designated Brokerage Agreement (this Agreement) is between:

The Seller:

and

The Brokerage:

Name: _____

Brokerage Name: _____

Name: _____

Address: _____

Address: _____

CITY _____ POSTAL CODE _____

CITY _____ POSTAL CODE _____

Phone: _____

Phone: _____

Email: _____

Email: _____

THE SELLER AND THE BROKERAGE AGREE that the Brokerage will list the Seller's property (the Property) known as:

and the Seller gives the Brokerage the exclusive right to offer for sale the Property for the price of:

_____ Dollars (\$ _____ CDN)

plus other relevant taxes and upon the terms, if any, set out in the Schedule hereto, or at such other price and terms acceptable to the Seller, and on the following terms:

1. Appointment of Designated Agent

1.1. This Agreement is entered into by the Seller and the Brokerage on the basis of the following facts:

- a) Designated Agency means the contract is with the Brokerage and agency representation is with the Designated Agent; and
- b) the Brokerage is prepared to designate a separate agent to act as the sole agent, and in the interests, of the Seller. The Brokerage may also designate separate agents for any buyer(s) interested in the Property also represented by the Brokerage.

The Brokerage designates:

See Addendum (if applicable) as the Designated Agent to serve as sole agent for the Seller, subject to clause 11.

1.2. If for any reason, the Designated Agent ceases to be licensed with the Brokerage, the Brokerage will designate another member of the Brokerage to serve as the sole agent for the Seller by amendment.

2. Brokerage's Obligations

2.1. The Seller agrees that the Brokerage's responsibilities will be limited to:

- a) treating the interests of both the Seller and the Buyer(s) represented by the Designated Agent in an even-handed, objective and impartial manner;
- b) ensuring compliance of all relevant provisions of the Brokerage's policies and procedures, the *Nova Scotia Real Estate Trading Act*, its Regulations and the NSREC Bylaw by the Designated Agent, the Brokerage and the Brokerage's support staff; and
- c) holding all monies received by the Brokerage in trust in accordance with the provisions of the *Nova Scotia Real Estate Trading Act*.

2.2. The Brokerage and the Designated Agent undertake that they will not:

- a) use the confidential information received from the Seller, or obtained as a result of providing services under this Agreement, for their own gain or the gain of its employees or to the prejudice of the Seller's interests; and
- b) disclose, any confidential information concerning the Seller to any other person unless:
 - i) authorized by the Seller; or
 - ii) required by law.

3. Designated Agent's Obligations

3.1. The Designated Agent will:

- a) use their best efforts to market the Property and promote the interests of the Seller;
- b) subject to clause 11, act as only the Seller's agent;
- c) obey all lawful instructions of the Seller;
- d) fulfill its fiduciary obligations of loyalty, confidentiality and of full disclosure of all conflicts of interest;
- e) exercise reasonable care and skill in the performance of this Agreement;
- f) use their best efforts to discover and disclose to the Seller all relevant facts affecting the transaction known to the Brokerage;
- g) disclose to buyers all material latent defects affecting the Property known to the Designated Agent;
- h) advise the Seller to obtain expert advice when necessary;
- i) assist the Seller in negotiating favourable terms and conditions with a buyer and in preparing and complying with a legally binding Agreement of Purchase and Sale for the Property;
- j) present all offers and counter-offers promptly to and from the Seller even when the Property is already the subject to an Agreement of Purchase and Sale; and
- k) keep the Seller fully informed regarding the transaction.

- 3.2 Optional Services:** The Seller requests and the Designated Agent agrees to provide the following additional services:
- a) to place a "for sale" sign on the Property; YES NO
 - b) to install a lockbox on the Property to provide access to authorized persons; YES NO
 - c) to show the Property at times acceptable to the Seller and, if any, tenants; YES NO
 - d) to place a sold sign on the Property once the conditions unrelated to title have been met; and YES NO
 - e) the services listed below:

4. Effective Dates

4.1. This Agreement will commence on the _____ day of _____, 20_____, and will expire at 11:59 p.m. Atlantic Time on the _____ day of _____, 20_____.

5. Type of Listing

- 5.1. The Seller authorizes that the Property be listed
- a) with the Multiple Listing Service (MLS®) of the Nova Scotia Association of REALTORS® (NSAR);
- OR**
- b) Exclusively with the Brokerage and instructs the Brokerage to _____ co-operate **OR** _____ not co-operate with all other brokerages. The Seller acknowledges that should "not co-operate" be selected, the Seller may lose opportunities to sell the Property.

6. Seller's Obligations

- 6.1. The Seller warrants that:
- a) the Seller has the sole authority to sell the Property and to enter into this Agreement;
 - b) the Seller has disclosed to the Designated Agent all third party claims and interests in the Property known to the Seller;
 - c) the Property is not currently the subject of any other Seller Brokerage Agreement/Seller Designated Brokerage Agreement;
 - d) the Seller has disclosed to the Designated Agent, in writing, all material latent defects affecting the Property known to the Seller;
 - e) the Seller will provide the Designated Agent with all information necessary for the listing and marketing of the Property;
 - f) all information provided to the Designated Agent is accurate to the best of the Seller's knowledge;
 - g) the Seller will immediately advise the Designated Agent of any material change in the physical condition or status of the Property or in the information provided by the Seller; and
 - h) the Seller agrees to be bound by offers and counter-offers and related documentation that may be transmitted electronically and that reproductions of the signatures therein will be treated as originals.

6.2. Referral of Inquiries: The Seller will immediately advise the Designated Agent during the term of this Agreement:

- a) of all inquiries by interested buyers or their representatives received by the Seller, and will deliver all offers to purchase received by the Seller to the Designated Agent during the term of this Agreement; and
- a) during the Holdover Period (clause 9.4) of any accepted offers presented to the Seller by, or made by the Seller to, a buyer who was introduced to the Property during the term of this Agreement.

6.3. Indemnification: The Seller will hold harmless the Brokerage, the Designated Agent, and any co-operating brokerage for any claims that may arise from their reasonable and good faith reliance on representations made and information provided by the Seller.

6.4. Seller Covenants: The Seller agrees that:

- a) the Designated Agent may represent other sellers and, subject to clause 11, buyers;
- b) the Brokerage and the Designated Agent cannot disclose to the Seller confidential information obtained through any other agency relationship to which the Brokerage or Designated Agent is or was a party;
- c) the Brokerage or the Designated Agent will not be obligated to seek additional offers to purchase while the Property is subject to an Agreement of Purchase and Sale once the conditions unrelated to title have been met;
- d) if the Property is owned by a limited company, a sale of shares representing a controlling interest in the limited company will constitute a purchase for the purposes of this Agreement; and
- e) the Brokerage may share the contents of the transaction file within the Brokerage for administrative purposes.

7. Harmonized Sales Tax (HST)

7.1. It is the Seller's responsibility to determine whether the proposed transaction is subject to HST pursuant to the Excise Tax Act. The Seller is advised to obtain whatever professional assistance the Seller deems necessary to make that decision. The Brokerage cannot make that determination.

The Seller has determined that the Property is:

- Exempt from HST
- Partially subject to HST; included in purchase price
- Partially subject to HST; over and above purchase price
- Subject to HST; included in purchase price
- Subject to HST; over and above purchase price

7.2. If the conveyance contemplated by this Agreement is or partially exempt from HST, the Seller agrees to provide the Buyer on or before closing date a certificate in a form reasonably satisfactory to the Buyer certifying that the conveyance contemplated by this Agreement is exempt from HST. If the conveyance contemplated by this Agreement is subject to HST, then the HST shall be remitted in accordance with the applicable legislation.

8. Competing Offers

8.1. In situations where competing offers are received by the Designated Agent, the Seller does **OR** does not direct the Designated Agent to inform the competing parties that there are competing offers.

9. Brokerage's Remuneration

9.1. Remuneration: The Seller will pay the Brokerage as remuneration:

The Seller will agree to (a), (b) or (c) individually, or a combination of two or all options (i.e. a percentage of the purchase price and a fee for services).

- a) _____ percent of the purchase price
- b) a flat fee of \$ _____ CDN
- c) a fee for services as specified in writing, signed by the Seller, in the Addendum attached to this Agreement.

(plus applicable HST and any other taxes payable in respect of the remuneration.)

9.2. Sharing of Brokerage's Remuneration: To assist in obtaining a buyer for the Property, the Seller's Brokerage will offer to each co-operating Brokerage a portion of the Seller's Brokerage's remuneration in the amount of _____ % OR \$ _____ CDN of the purchase price of the Property plus all applicable taxes in respect to that portion of the remuneration.

9.3. Payment of Remuneration: The Brokerage's remuneration will be paid per 9.1 on the closing date if, during the term of this Agreement, a legally enforceable Agreement of Purchase and Sale, from whatever source obtained, is entered into between the Seller and a buyer (other than a buyer who has been specifically excluded in writing from this Agreement) AND the purchase is completed OR the Seller, without legal justification, fails to complete the purchase.

9.4. Holdover Period: The Seller will be liable to the Brokerage for the remuneration payable under this Agreement if within 180 days (the Holdover Period) of the expiration or termination of this Agreement, a legally enforceable Agreement of Purchase and Sale is entered into between the Seller and a buyer (other than a buyer who has been specifically excluded in writing from this Agreement) who was introduced to the Property or the Seller during the term of this Agreement, by whatever means or person and whether or not the Brokerage is the effective cause of such Agreement of Purchase and Sale AND the purchase is completed OR the Seller, without legal justification, fails to complete the purchase.

9.5. If this Agreement expires or is terminated without a legally enforceable Agreement of Purchase and Sale, the Seller may list with another brokerage and not be liable for remuneration payable under this Agreement.

9.6. Deduction of Remuneration from Deposit and Proceeds of Sale:

- a) Upon notice from the Seller or the Seller's lawyer that the transaction is closed, the Seller authorizes the Brokerage to apply the deposit, if any, to the Brokerage's remuneration as specified in clause 9.1.
- b) Upon closing, the Seller instructs their lawyer to pay any remuneration owed to the Brokerage from the deposit, if any held by the lawyer, and/or from the proceeds of sale as specified in clause 9.1 after it has exercised its right, if any, under clause 9.6(a).

9.7. Limitation on other Remuneration: The Brokerage and the Designated Agent agree not to accept any other remuneration, whatever its form (including finder's fees, referral fees and gifts) and from whatever source (including the Buyer, a mortgage lender, another brokerage or contractor), directly or indirectly related to its agency under this Agreement, unless, before accepting such remuneration, the Brokerage and Designated Agent have:

- a) fully disclosed, in writing, to the Seller all relevant facts relating to the offer of remuneration including the maximum amount to be received; and
- b) obtained the Seller's written consent for the Brokerage receiving such remuneration.

10. Use and Distribution of Information

10.1. The Seller consents to the collection, use and disclosure of their personal information by the Brokerage and the Designated Agent related to this Agreement and such other use as is consistent with listing and marketing of the Property including, but not limited to:

- a) disclosing all or some of it to government departments, appraisers, municipal organizations and others; and
- b) providing to present and past customers and clients marketing materials, newsletters and other information that the Brokerage believes may be of interest to them.

10.2. The Seller, subject to clause 5.1 (a), consents to placement of the listing and purchase information by the Brokerage and the Designated Agent into the database of the appropriate MLS® and acknowledges that the database of the MLS® is the property of the NSAR and can be licensed, resold or otherwise dealt with as they see fit. The Seller further acknowledges that the MLS® may, in accordance with regional MLS® rules, publish the purchase price of the Property.

10.3. The Seller authorizes the Brokerage to publish interior pictures of the Property in its marketing. YES NO

10.4. The Seller authorizes the Brokerage to allow the prospective buyer to take interior pictures of the Property. YES NO

11. Change in Representative Capacity of the Designated Agent

11.1. If the Designated Agent has a Buyer client who wants to view the Seller's Property, the Designated Agent will:

- a) disclose this fact to both the Buyer and the Seller;
- b) unless instructed otherwise by the Seller, facilitate the viewing of the Property by that buyer and make available the marketing information to all potential buyers; however, the mere viewing of the Property will not mean that the buyer is interested in the Property for the purposes of clause 11.2 and therefore would not create a conflict of interest between the parties; and
- c) proceed in accordance with clause 11.2 should the Buyer express interest in the Seller's Property.

11.2. If the Designated Agent has a Buyer client who becomes interested in the Property, the Designated Agent will:

- a) immediately advise the Seller and the Buyer of the implications of concurrent representation as specified in clause 11.2(c);
- b) give the Seller and the Buyer an opportunity to seek independent advice; and
- c) then obtain their written informed consent for the Brokerage and the Designated Agent to continue to provide services to the Seller and the Buyer in concurrent representation as a Transaction Facilitator on the terms and conditions specified in the Transaction Brokerage Agreement. Should the Seller, the Buyer or the Brokerage Representative refuse to consent to concurrent representation, the Designated Agent will continue to represent, at the Brokerage's discretion, only one party. The other party shall:
 - i) be treated as a customer;
 - ii) be referred to another designated agent; or
 - iii) be referred to another brokerage.



