

# Exclusive Brokerage Listing Agreement



1 This Exclusive Brokerage Listing Agreement ("Agreement") is between  
2 \* \_\_\_\_\_ ("Seller")  
3 \* and \_\_\_\_\_ ("Broker").

4 **1. Authority to Sell Property:** Seller gives Broker the right to be the EXCLUSIVE BROKER in the sale of the real  
5 and personal property (collectively "Property") described below, at the price and terms described below, beginning  
6 \* \_\_\_\_\_ and terminating at 11:59 p.m. on \_\_\_\_\_ ("Termination Date"). Seller  
7 reserves the right to sell the Property directly to a buyer without the assistance of any real estate licensee and, if  
8 successful, does not owe Broker a commission. Upon full execution of a contract for sale and purchase of the  
9 Property, all rights and obligations of this Agreement will automatically extend through the date of the actual  
10 closing of the sales contract. Seller and Broker acknowledge that this Agreement does not guarantee a sale. This  
11 Property will be offered to any person without regard to race, color, religion, sex, handicap, familial status, national  
12 origin, or any other factor protected by federal, state, or local law. Seller certifies and represents that she/he/it is  
13 legally entitled to convey the Property and all improvements.

14 **2. Description of Property:**  
15 \* **(a) Street Address:** \_\_\_\_\_

16 \_\_\_\_\_  
17 \* Legal Description: \_\_\_\_\_  
18 \* \_\_\_\_\_  See Attachment \_\_\_\_\_

19 \* **(b) Personal Property, including appliances:** \_\_\_\_\_  
20 \* \_\_\_\_\_  See Attachment \_\_\_\_\_

21 **(c) Occupancy:**  
22 \* Property  is  is not currently occupied by a tenant. If occupied, the lease term expires \_\_\_\_\_.

23 **3. Price and Terms:** The property is offered for sale on the following terms or on other terms acceptable to Seller:

24 \* **(a) Price:** \$ \_\_\_\_\_

25 \* **(b) Financing Terms:**  Cash  Conventional  VA  FHA  Other (specify) \_\_\_\_\_

26 \*  Seller Financing: Seller will hold a purchase money mortgage in the amount of \$ \_\_\_\_\_  
27 \* with the following terms: \_\_\_\_\_

28 \*  Assumption of Existing Mortgage: Buyer may assume existing mortgage for \$ \_\_\_\_\_ plus  
29 \* an assumption fee of \$ \_\_\_\_\_. The mortgage is for a term of \_\_\_\_\_ years beginning in  
30 \* \_\_\_\_\_, at an interest rate of \_\_\_\_\_%  fixed  variable (describe) \_\_\_\_\_.

31 \* Lender approval of assumption  is required  is not required  unknown. **Notices to Seller:** (1) You may  
32 remain liable for an assumed mortgage for a number of years after the Property is sold. Check with your  
33 lender to determine the extent of your liability. Seller will ensure that all mortgage payments and required  
34 escrow deposits are current at the time of closing and will convey the escrow deposit to the buyer at closing.  
35 (2) Extensive regulations affect Seller financed transactions. It is beyond the scope of a real estate licensee's  
36 authority to determine whether the terms of your Seller financing agreement comply with all applicable laws or  
37 whether you must be registered and/or licensed as a loan originator before offering Seller financing. You are  
38 advised to consult with a legal or mortgage professional to make this determination.

39 \* **(c) Seller Expenses:** Seller will pay mortgage discount or other closing costs not to exceed \_\_\_\_\_% of the  
40 purchase price and any other expenses Seller agrees to pay in connection with a transaction.

41 **4. Broker Obligations:** Broker agrees to make diligent and continued efforts to sell the Property in accordance with  
42 this Agreement until a sales contract is pending on the Property.

43 **5. Multiple Listing Service:** Placing the Property in a multiple listing service (the "MLS") is beneficial to Seller  
44 because the Property will be exposed to a large number of potential buyers. As a MLS participant, Broker is  
45 obligated to enter the Property into the MLS within one (1) business day of marketing the Property to the public  
46 (see Paragraph 6(a)) or as necessary to comply with local MLS rule(s). This listing will be published accordingly in  
47 the MLS unless Seller directs Broker otherwise in writing. (See paragraph 6(b)(i)). Seller authorizes Broker to  
48 report to the MLS this listing information and price, terms, and financing information on any resulting sale for use

Seller (\_\_\_\_) (\_\_\_\_) and Broker/Sales Associate (\_\_\_\_) (\_\_\_\_) acknowledge receipt of a copy of this page, which is Page 1 of 4.

49 by authorized Board / Association members and MLS participants and subscribers unless **Seller** directs **Broker**  
50 otherwise in writing.

51 **6. Broker Authority:** **Seller** authorizes **Broker** to:

- 52 (a) Market the Property to the Public (unless limited in Paragraph 6(b)(i) below):  
53 (i) Public marketing includes, but is not limited to, flyers, yard signs, digital marketing on public facing  
54 websites, brokerage website displays (i.e. IDX or VOW), email blasts, multi-brokerage listing sharing  
55 networks and applications available to the general public.  
56 (ii) **Public marketing also includes marketing the Property to real estate agents outside Broker's**  
57 **office.**  
58 (iii) Place appropriate transaction signs on the Property, except if Paragraph 6(b)(i) is checked below.  
59 (iv) Use **Seller's** name in connection with marketing or advertising the Property.  
60 \*  Display the Property on the Internet except the street address.
- 61 (b) Not Publicly Market to the Public/Seller Opt-Out:  
62 \* (i)  **Seller** does not authorize **Broker** to display the Property on the MLS.  
63 (ii) **Seller** understands and acknowledges that if **Seller** checks option 6(b)(i), a For Sale sign will not be  
64 placed upon the Property and  
65 (iii) **Seller** understands and acknowledges that if **Seller** checks option 6(b)(i), **Broker** will be limited to  
66 marketing the Property only to agents within **Broker's** office.  
67 \* \_\_\_\_\_ / \_\_\_\_\_ **Initials of Seller**
- 68 (c) Obtain information relating to the present mortgage(s) on the Property.  
69 (d) Provide objective comparative market analysis information to potential buyers.  
70 \* (e) **(Check if applicable)**  Use a lock box system to show and access the Property. A lock box does not  
71 ensure the Property's security. **Seller** is advised to secure or remove valuables. **Seller** agrees that the lock  
72 box is for **Seller's** benefit and releases **Broker**, persons working through **Broker**, and **Broker's** local Realtor  
73 Board / Association from all liability and responsibility in connection with any damage or loss that occurs.  
74 \*  Withhold verbal offers.  Withhold all offers once **Seller** accepts a sales contract for the Property.
- 75 (f) **Virtual Office Websites:** Some real estate brokerages offer real estate brokerage services online. These  
76 websites are referred to as Virtual Office Websites ("VOWs"). An automated estimate of market value or  
77 reviews and comments about a property may be displayed in conjunction with a property on some VOWs.  
78 Anyone who registers on a VOW may gain access to such automated valuations or comments and reviews  
79 about any property displayed on a VOW. Unless limited below, a VOW may display automated valuations or  
80 comments and reviews about this Property.  
81 \*  **Seller** does not authorize an automated estimate of the market value of the listing (or a hyperlink to such  
82 estimate) to be displayed in immediate conjunction with the listing of this Property.  
83 \*  **Seller** does not authorize third parties to write comments or reviews about the listing of the Property (or  
84 display a hyperlink to such comments or reviews) in immediate conjunction with the listing of this Property.

85 **7. Seller Obligations:** In consideration of **Broker's** obligations, **Seller** agrees to:

- 86 (a) Cooperate with **Broker** in carrying out the purpose of this Agreement, including referring immediately to  
87 **Broker** all inquiries from real estate licensees regarding the Property's transfer, whether by purchase or any  
88 other means of transfer.  
89 (b) Recognize **Broker** may be subject to additional MLS obligations and potential penalties for failure to comply  
90 with them.  
91 (c) Provide **Broker** with keys to the Property and make the Property available for **Broker** to show during  
92 reasonable times.  
93 (d) Inform **Broker** before leasing, mortgaging, or otherwise encumbering the Property and immediately upon  
94 entering into a sales contract with a buyer procured by **Seller**.  
95 (e) Indemnify **Broker** and hold **Broker** harmless from losses, damages, costs, and expenses of any nature,  
96 including attorney's fees, and from liability to any person, that **Broker** incurs because of (1) **Seller's**  
97 negligence, representations, misrepresentations, actions, or inactions; (2) the use of a lock box; or (3) the  
98 existence of undisclosed material facts about the Property. This clause will survive **Broker's** performance and  
99 the transfer of title.  
100 (f) Perform any act reasonably necessary to comply with FIRPTA (Section 1445 of the Internal Revenue Code).  
101 (g) Make all legally required disclosures, including all facts that materially affect the Property's value and are not  
102 readily observable or known by the buyer. **Seller** certifies and represents that **Seller** knows of no such  
103 material facts (local government building code violations, unobservable defects, etc.) other than the following:

104 \* \_\_\_\_\_  
105 **Seller** will immediately inform **Broker** of any material facts that arise after signing this Agreement.

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- 106 (h) Consult appropriate professionals for related legal, tax, property condition, environmental, foreign reporting  
107 requirements, and other specialized advice.
- 108 8. **Compensation:** Seller will compensate Broker as specified below for procuring a buyer who is ready, willing,  
109 and able to purchase the Property or any interest in the Property on the terms of this Agreement or on any other  
110 terms acceptable to Seller. Seller will pay Broker as follows (plus applicable sales tax):
- 111 \* (a) \_\_\_\_\_% of the total purchase price plus \$ \_\_\_\_\_ OR \$ \_\_\_\_\_, no  
112 later than the date of closing specified in the sales contract. However, closing is not a prerequisite for Broker's  
113 fee being earned.
- 114 \* (b) \_\_\_\_\_ (\$ or %) of the consideration paid for an option, at the time an option is created. If the option is  
115 exercised, Seller will pay Broker the Paragraph 8(a) fee, less the amount Broker received under this  
116 subparagraph.
- 117 \* (c) \_\_\_\_\_ (\$ or %) of gross lease value as a leasing fee, on the date Seller enters into a lease or  
118 agreement to lease, whichever is earlier. This fee is not due if the Property is or becomes the subject of a  
119 contract granting an exclusive right to lease the Property.
- 120 (d) Broker's fee is due in the following circumstances: (1) If any interest in the Property is transferred, whether by  
121 sale, lease, exchange, governmental action, bankruptcy, or any other means of transfer, with the assistance of  
122 any real estate licensee. (2) If Seller refuses or fails to sign an offer at the price and terms stated in this  
123 Agreement, defaults on an executed sales contract, or agrees with a buyer to cancel an executed sales  
124 \* contract. (3) If, within \_\_\_\_\_ days after Termination Date ("Protection Period"), Seller transfers or contracts to  
125 transfer the Property or any interest in the Property to any prospects with whom Broker or any other real  
126 estate licensee communicated regarding the Property before Termination Date. However, no fee will be due  
127 Broker if the Property is relisted after Termination Date and sold through another broker.
- 128 \* (e) **Retained Deposits:** As consideration for Broker's services, Broker is entitled to receive \_\_\_\_\_% (50% if  
129 left blank) of all deposits that Seller retains as liquidated damages for a buyer's default in a transaction, not to  
130 exceed the Paragraph 8(a) fee.
- 131 9. **Cooperation with and Compensation to Other Brokers: Notice to Seller:** The buyer's broker, even if  
132 compensated by Seller or Broker, may represent the interests of the buyer. Broker's office policy is to cooperate  
133 with all other brokers except when not in Seller's best interest and to offer compensation in the amount of  
134 \*  \_\_\_\_\_% of the purchase price or \$ \_\_\_\_\_ to a single agent for the buyer;  \_\_\_\_\_% of the  
135 \* purchase price or \$ \_\_\_\_\_ to a transaction broker for the buyer; and  \_\_\_\_\_% of the purchase  
136 \* price or \$ \_\_\_\_\_ to a broker who has no brokerage relationship with the buyer.  
137 \*  None of the above. (If this is checked, the Property cannot be placed in the MLS.)
- 138 \* 10. **Brokerage Relationship: (check whichever applies)** Broker will  act as a transaction broker,  act as a  
139 \* single agent of Seller,  act as a single agent of Seller with consent to transition to transaction broker, or  
140 \*  have no brokerage relationship with Seller.
- 141 11. **Conditional Termination:** At Seller's request, Broker may agree to conditionally terminate this Agreement. If  
142 Broker agrees to conditional termination, Seller must sign a withdrawal agreement, reimburse Broker for all direct  
143 \* expenses incurred in marketing the Property, and pay a cancellation fee of \$ \_\_\_\_\_ plus  
144 applicable sales tax. Broker may void the conditional termination, and Seller will pay the fee stated in Paragraph  
145 8(a) less the cancellation fee if Seller transfers or contracts to transfer the Property or any interest in the Property  
146 during the time period from the date of conditional termination to Termination Date and Protection Period, if  
147 applicable.
- 148 12. **Dispute Resolution:** This Agreement will be construed under Florida law. All controversies, claims, and other  
149 matters in question between the parties arising out of or relating to this Agreement or the breach thereof will be  
150 settled by first attempting mediation under the rules of the American Arbitration Association or other mediator  
151 agreed upon by the parties. If litigation arises out of this Agreement, the prevailing party will be entitled to recover  
152 reasonable attorney's fees and costs, unless the parties agree that disputes will be settled by arbitration as follows:  
153 \* **Arbitration:** By initialing in the space provided, Seller (\_\_\_\_) (\_\_\_\_), Sales Associate (\_\_\_\_), and Broker (\_\_\_\_)  
154 agree that disputes not resolved by mediation will be settled by neutral binding arbitration in the county in which  
155 the Property is located in accordance with the rules of the American Arbitration Association or other arbitrator  
156 agreed upon by the parties. Each party to any arbitration (or litigation to enforce the arbitration provision of this  
157 Agreement or an arbitration award) will pay its own fees, costs, and expenses, including attorney's fees, and will  
158 equally split the arbitrator's fees and administrative fees of arbitration.
- 159 13. **Miscellaneous:** This Agreement is binding on Seller's and Broker's heirs, personal representatives,  
160 administrators, successors, and assigns. Broker may assign this Agreement to another listing office. This  
161 Agreement is the entire agreement between Seller and Broker. No prior or present agreements or representations

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162 will be binding on **Seller** or **Broker** unless included in this Agreement. Electronic signatures are acceptable and  
163 will be binding. Signatures, initials, and modifications communicated by facsimile will be considered as originals.  
164 The term "buyer" as used in this Agreement includes buyers, tenants, exchangors, optionees, and other categories  
165 of potential or actual transferees.

166 \* **14. Additional Terms:** \_\_\_\_\_  
167 \_\_\_\_\_  
168 \_\_\_\_\_  
169 \_\_\_\_\_  
170 \_\_\_\_\_  
171 \_\_\_\_\_

172 \* Seller's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

173 \* Home Telephone: \_\_\_\_\_ Work Telephone: \_\_\_\_\_ Facsimile: \_\_\_\_\_

174 \* Address: \_\_\_\_\_

175 \* Email Address: \_\_\_\_\_

176 \* Seller's Signature: \_\_\_\_\_ Date: \_\_\_\_\_

177 \* Home Telephone: \_\_\_\_\_ Work Telephone: \_\_\_\_\_ Facsimile: \_\_\_\_\_

178 \* Address: \_\_\_\_\_

179 \* Email Address: \_\_\_\_\_

180 \* Authorized Sales Associate or Broker: \_\_\_\_\_ Date: \_\_\_\_\_

181 \* Brokerage Firm Name: \_\_\_\_\_ Telephone: \_\_\_\_\_

182 \* Address: \_\_\_\_\_

183 \* Copy returned to **Seller** on \_\_\_\_\_ by  email  facsimile  mail  personal delivery.

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