

The printed portions of this form, except differentiated additions, have been approved by the Colorado Real Estate Commission.
(BC60-8-136-19) (Mandatory 1-14-20) **DRAFT #11 08-08-19**

THIS IS A BINDING CONTRACT. THIS FORM HAS IMPORTANT LEGAL CONSEQUENCES AND THE PARTIES SHOULD CONSULT LEGAL AND TAX OR OTHER COUNSEL BEFORE SIGNING.

Compensation charged by brokerage firms is not set by law. Such charges are established by each real estate brokerage firm.

DIFFERENT BROKERAGE RELATIONSHIPS ARE AVAILABLE WHICH INCLUDE BUYER AGENCY, SELLER AGENCY, OR TRANSACTION-BROKERAGE.

EXCLUSIVE RIGHT-TO-BUY LISTING CONTRACT

☐ **BUYER AGENCY** ☐ **TRANSACTION-BROKERAGE**

Date: _____

1. AGREEMENT. Buyer and Brokerage Firm enter into this exclusive, irrevocable contract (Buyer Listing Contract) and agree to its provisions. Broker, on behalf of Brokerage Firm, agrees to provide brokerage services to Buyer. Brokerage Firm will receive compensation as set forth in this Buyer Listing Contract.

2. BROKER AND BROKERAGE FIRM.

☐ **2.1. Multiple-Person Firm.** If this box is checked, "Broker" (as defined below) is the individual designated by Brokerage Firm to serve as the broker of Buyer and to perform the services for Buyer required by this Buyer Listing Contract ~~is called Broker.~~ If more than one individual is so designated, then references in this Buyer Listing Contract to Broker includes all persons so designated, including substitute or additional brokers. The brokerage relationship exists only with Broker and does not extend to the employing broker, Brokerage Firm or to any other brokers employed or engaged by Brokerage Firm who are not so designated.

☐ **2.2. One-Person Firm.** If this box is checked, Broker (as defined below) is a ~~real estate~~ brokerage firm with only one licensed ~~natural~~ person. References in this Buyer Listing Contract to Broker or Brokerage Firm mean both the licensed ~~natural~~ person and brokerage firm, who serve as the ~~broker~~ Broker of Buyer and perform the services for Buyer required by this Buyer Listing Contract.

3. DEFINED TERMS.

3.1. Buyer: _____
and any other person or entity on whose behalf the named party acts, directly or indirectly, to Purchase the Property.

3.2. Brokerage Firm: _____

3.3. Broker: _____

3.4. Property. Property means real estate which substantially meets the following requirements or ~~similar real estate is~~ acceptable to Buyer:

3.5. Purchase; Lease.

3.5.1. A "Purchase" of Property means the acquisition of any interest in the Property or the creation of the right to acquire any interest in the Property, including a contract or lease. It also includes an agreement to acquire any ownership interest in an entity that owns the Property.

☐ **3.5.2.** If this box is checked, Buyer authorizes Broker to negotiate a lease of the Property. Lease of the Property or Lease means any agreement between a landlord and the Buyer to create a tenancy or leasehold interest in the Property.

3.6. Listing Period. The Listing Period of this Buyer Listing Contract begins on _____, and continues through the earlier of (1) completion of the Purchase of the Property or Lease of the Property or (2) _____, and any written extensions (Listing Period). Broker will continue to assist in the completion of any purchase or lease for which compensation is payable to Brokerage Firm under § 7 of this Buyer Listing Contract.

3.7. Applicability of Terms. A check or similar mark in a box means that such provision is applicable. The abbreviation "N/A" or the word "Deleted" means not applicable. The abbreviation "MEC" (mutual execution of this contract) means the date upon which both parties have signed this Buyer Listing Contract.

3.8. Day; Computation of Period of Days, Deadline.

3.8.1. Day. As used in this Buyer Listing Contract, the term "day" means the entire day ending at 11:59 p.m., United States Mountain Time (Standard or Daylight Savings as applicable).

3.8.2. Computation of Period of Days, Deadline. In computing a period of days, when the ending date is not specified, e.g., three days after MEC, the first day is excluded and the last day is included, ~~e.g., three days after MEC~~. If any deadline falls on a Saturday, Sunday or federal or Colorado state holiday (Holiday), such deadline ☐ Will ☐ Will Not be extended to the next day that is not a Saturday, Sunday or Holiday. Should neither box be checked, the deadline will not be extended.

4. BROKERAGE RELATIONSHIP.

4.1. If the Buyer Agency box at the top of page 1 is checked, Broker represents Buyer as Buyer's limited agent (Buyer's Agent). If the Transaction-Brokerage box at the top of page 1 is checked, Broker acts as a Transaction-Broker.

4.2. In-Company Transaction – Different Brokers. When the seller and Buyer in a transaction are working with different brokers within the Brokerage Firm, those brokers continue to conduct themselves consistent with the brokerage relationships they have established. Buyer acknowledges that Brokerage Firm is allowed to offer and pay compensation to brokers within Brokerage Firm working with a seller.

4.3. In-Company Transaction – One Broker. If the seller and Buyer are both working with the same Broker, Broker will function as:

4.3.1. Buyer's Agent. If the Buyer Agency box at the top of page 1 is checked, the parties agree the following applies:

4.3.1.1. Buyer Agency Only. ~~Unless the box in § 4.3.1.2 (Buyer Agency Unless Brokerage Relationship with Both) is checked,~~ Broker represents Buyer as Buyer's Agent and must treat the seller as a customer. A customer is a party to a transaction with whom Broker has no brokerage relationship. ~~Broker must disclose to such customer Broker's relationship with Buyer. However, if Broker delivers to Buyer a written Change of Status that Broker has a brokerage relationship with the seller then Broker is working with both Buyer and seller as a Transaction Broker. If the box in § 4.3.1.2 (Buyer Agency Only) is checked, § 4.3.1.2 (Buyer Agency Only) applies instead.~~

☐ **4.3.1.2. Buyer Agency Unless Brokerage Relationship with Both Only.** If this box is checked, Broker represents Buyer as Buyer's Agent and must treat the seller as a customer, ~~unless Broker currently has or enters into an agency or Transaction Brokerage relationship with the seller, in which case Broker must act as a Transaction Broker. Broker must disclose to such customer Broker's relationship with Buyer.~~

4.3.2. Transaction-Broker. If the Transaction-Brokerage box at the top of page 1 is checked, or in the event neither box is checked, Broker must work with Buyer as a Transaction-Broker. A Transaction-Broker must perform the duties described in § 5 and facilitate purchase transactions without being an advocate or agent for either party. If the seller and Buyer are working with the same ~~broker~~ Broker, Broker must continue to function as a Transaction-Broker.

5. BROKERAGE DUTIES. Brokerage Firm, acting through Broker, as either a Transaction-Broker or a Buyer's Agent, must perform the following **Uniform Duties** when working with Buyer:

5.1. Broker must exercise reasonable skill and care for Buyer, including but not limited to the following:

5.1.1. Performing the terms of any written or oral agreement with Buyer;

5.1.2. Presenting all offers to and from Buyer in a timely manner regardless of whether Buyer is already a party to a contract ~~to for the~~ Purchase ~~the of~~ Property;

5.1.3. Disclosing to Buyer adverse material facts actually known by Broker;

5.1.4. Advising Buyer regarding the transaction and advising Buyer to obtain expert advice as to material matters about which Broker knows but the specifics of which are beyond the expertise of Broker;

5.1.5. Accounting in a timely manner for all money and property received; and

5.1.6. Keeping Buyer fully informed regarding the transaction.

5.2. Broker must not disclose the following information without the informed consent of Buyer:

5.2.1. That Buyer is willing to pay more than the purchase price offered for the Property;

5.2.2. What Buyer's motivating factors are;

5.2.3. That Buyer will agree to financing terms other than those offered; or

5.2.4. Any material information about Buyer unless disclosure is required by law or failure to disclose such information would constitute fraud or dishonest dealing.

5.3. Buyer consents to Broker's disclosure of Buyer's confidential information to the supervising broker or designee for the purpose of proper supervision, provided such supervising broker or designee does not further disclose such information without consent of Buyer, or use such information to the detriment of Buyer.

5.4. Broker may show properties in which Buyer is interested to other prospective buyers without breaching any duty or obligation to Buyer. Broker is not prohibited from showing competing buyers the same property and from assisting competing buyers in attempting to purchase a particular property.

5.5. Broker is not obligated to seek other properties while Buyer is already a party to a contract ~~to purchase property for the~~ Purchase of Property.

5.6. Broker has no duty to conduct an independent inspection of the Property for the benefit of Buyer and has no duty to independently verify the accuracy or completeness of statements made by a seller or independent inspectors. Broker has no duty to conduct an independent investigation of Buyer's financial condition or to verify the accuracy or completeness of any statement made by Buyer.

109 **5.7.** Broker must disclose to any prospective seller all adverse material facts actually known by Broker, including but not
110 limited to adverse material facts concerning Buyer's financial ability to perform the terms of the transaction and whether Buyer
111 intends to occupy the Property as a principal residence.

112 **5.8.** Buyer understands that Buyer is not liable for Broker's acts or omissions that have not been approved, directed, or ratified
113 by Buyer.

114 **6. ADDITIONAL DUTIES OF BUYER'S AGENT.** If the Buyer Agency box at the top of page 1 is checked, Broker is Buyer's
115 Agent, with the following additional duties:

116 **6.1.** Promoting the interests of Buyer with the utmost good faith, loyalty and fidelity;

117 **6.2.** Seeking a price and terms that are acceptable to Buyer; and

118 **6.3.** Counseling Buyer as to any material benefits or risks of a transaction that are actually known by Broker.

119 **7. COMPENSATION TO BROKERAGE FIRM.** In consideration of the services to be performed by Broker, Brokerage Firm
120 will be paid as set forth in this section, with no discount or allowance for any efforts made by Buyer or any other person. Unless
121 otherwise agreed to in writing, Brokerage Firm is entitled to receive additional compensation, bonuses, and incentives paid by listing
122 brokerage firm or seller. Broker will inform Buyer of the fee to be paid to Brokerage Firm and, if there is a written agreement, Broker
123 will supply a copy to Buyer, upon written request of Buyer.

124 **7.1. Brokerage Firm's Fee – Purchase.**

125 **Check Compensation Arrangement:**

126 ☐ **7.1.1. Success Fee.** Brokerage Firm will be paid as follows:

127 **7.1.1.1. Amount.** A fee equal to _____% of the purchase price, but not less than \$_____, except
128 as provided in § 7.1.1.2.

129 **7.1.1.2. Adjusted Amount.** ☐ See § 1921 (Additional Provisions) or ☐ Other _____

130 **7.1.1.3. When Earned; When Payable – Purchase.** The Success Fee is earned by Brokerage Firm upon the
131 Purchase of ~~the~~ Property and is payable upon closing of the transaction. If any transaction fails to close as a result of the seller's
132 default, with no fault on the part of Buyer, the Success Fee will be waived. If any transaction fails to close as a result of Buyer's
133 default, in whole or in part, the Success Fee will not be waived; such fee is payable upon Buyer's default, but not later than the date
134 that the closing of the transaction was to have occurred.

135 ☐ **7.1.2. Hourly Fee.** Brokerage Firm will be paid \$_____ per hour for time spent by Broker pursuant to this
136 Buyer Listing Contract, up to a maximum total fee of \$_____. This hourly fee is payable to Brokerage Firm upon receipt of
137 an invoice from Brokerage Firm.

138 ☐ **7.1.3. Retainer Fee.** Buyer will pay Brokerage Firm a nonrefundable retainer fee of \$_____ due and payable
139 upon signing of this Buyer Listing Contract. This amount ☐ Will ☐ Will Not be credited against other fees payable to Brokerage
140 Firm under this section.

141 ☐ **7.1.4. Other Compensation.** _____

142 **7.2. Brokerage Firm's Fee – Lease.** If the box in § 3.5.2 is checked, Brokerage Firm will be paid a fee as follows, less any
143 amounts paid by the listing brokerage firm or landlord:

144 **7.2.1. Amount.** \$ _____ per square _____, or _____,
145 except as provided in § 7.2.2.

146 **7.2.2. Adjusted Amount.** ☐ See § 1921 (Additional Provisions) or ☐ Other _____

147 **7.2.3. Other.** _____

148 **7.2.4. When Earned; When Payable – Lease.** This Lease fee is earned upon the mutual execution of the Lease. One-
149 half of this Lease fee is payable upon mutual execution of the Lease and one-half upon possession of the premises by tenant or as
150 follows: _____. If the Lease, executed after the date of this Buyer Listing Contract, contains an option to extend or renew, or if
151 Buyer expands into additional space within the building or complex where the Property is located, Brokerage Firm ☐ Will ☐ Will
152 Not be paid a fee upon exercise of such extension or renewal option or expansion. If Brokerage Firm is to be paid a fee for such
153 extension, renewal or expansion, the amount of such fee and its payment are as follows:
154 _____

155 **7.3. Who Will Pay Brokerage Firm's Success Fee.**

156 ☐ **7.3.1. Listing Brokerage Firm or Seller May Pay. Buyer IS Obligated to Pay.** Broker is authorized and instructed
157 to request payment of Brokerage Firm's ~~fee~~Success Fee from the listing brokerage firm or seller. Buyer is obligated to pay any
158 portion of Brokerage Firm's ~~fee~~Success Fee which is not paid by the listing brokerage firm or seller.

159 ☐ **7.3.2. Buyer Will Pay.** Buyer is obligated to pay Brokerage Firm's ~~fee~~Success Fee. Brokerage Firm is NOT entitled
160 to receive additional compensation, bonuses or incentives from listing brokerage firm, seller or any other source.

161 ☐ **7.3.3. Listing Brokerage Firm or Seller May Pay. Buyer is NOT Obligated to Pay.** Broker is authorized to obtain
162 payment of Brokerage Firm's ~~fee~~Success Fee from the listing brokerage firm or seller. Provided Buyer has fulfilled Buyer's
163 obligations in this Buyer Listing Contract, Buyer is not obligated to pay Brokerage Firm's ~~fee~~Success Fee.

164 If no box is checked above, then § 7.3.3 (Buyer is NOT Obligated to Pay) will apply.

165 **7.4. Holdover Period.** Brokerage Firm's ~~fee~~Success Fee applies to Property contracted for (or leased if § 3.5.2 is checked)
166 during the Term Listing Period of this Buyer Listing Contract or any extensions and also applies to Property contracted for or leased
167 within ____ calendar days after the Listing Period expires (Holdover Period) (1) if the Property is one on which Broker negotiated
168 and (2) if Broker submitted its address or other description in writing to Buyer during the Listing Period (Submitted Property).
169 Provided, however, Buyer ☐ Will ☐ Will Not owe the ~~compensation to Broker~~Brokerage Firm's Success Fee under §§ 7.1, 7.2,
170 7.3.1 and 7.3.2 as indicated, if a commission is earned by another ~~real estate~~ brokerage firm acting pursuant to an exclusive agreement
171 with Buyer entered into during the Holdover Period, and a Sale Purchase or Lease of the Submitted Property is consummated. If no
172 box is checked in this § 7.4, then Buyer does not owe the ~~commission~~Brokerage Firm's Success Fee to Brokerage Firm.

173 **8. LIMITATION ON THIRD-PARTY COMPENSATION.** Neither Broker nor Brokerage Firm, except as set forth in § 7, will
174 accept compensation from any other person or entity in connection with the Property without the written consent of Buyer.
175 Additionally, neither Broker nor Brokerage Firm is permitted to assess and receive mark-ups or other compensation for services
176 performed by any third party or affiliated business entity unless Buyer signs a separate written consent for such services.

177 **9. BUYER'S OBLIGATIONS TO BROKER.** Buyer agrees to conduct all negotiations for the Property only through Broker,
178 and to refer to Broker all communications received in any form from ~~real estate~~-brokers, prospective sellers, or any other source
179 during the Term of this Buyer Listing Contract. Buyer represents that Buyer ☐ Is ☐ Is Not currently a party to any agreement
180 with any other broker to represent or assist Buyer in the location or Purchase of Property. Buyer further represents that Buyer ☐
181 Has ☐ Has Not received a list of any "Submitted Property" pursuant to a previous listing agreement to purchase Property
182 with any other broker.

183 **10. RIGHT OF PARTIES TO CANCEL.**

184 **10.1. Right of Buyer to Cancel.** In the event Broker defaults under this Buyer Listing Contract, Buyer has the right to cancel
185 this Buyer Listing Contract, including all rights of Brokerage Firm to any compensation if the Buyer Agency box at the top of page
186 1 is checked. Examples of a Broker breach include, but are not limited to (1) abandonment of Buyer, (2) failure to fulfill all material
187 obligations of Broker and (3) failure to fulfill all material Uniform Duties (§ 5) or, if the Buyer Agency box at the top of page 1 is
188 checked, the failure to fulfill all material Additional Duties of Buyer's Agent (§ 6). Any rights of Buyer that accrued prior to
189 cancellation will survive such cancellation.

190 **10.2. Right of Broker to Cancel.** Brokerage Firm may cancel this Buyer Listing Contract upon written notice to Buyer if
191 Buyer fails to reasonably cooperate with Broker or Buyer defaults under this Buyer Listing Contract. Any rights of Brokerage Firm
192 that accrued prior to cancellation will survive such cancellation.

193 **11. COST OF SERVICES OR PRODUCTS OBTAINED FROM OUTSIDE SOURCES.** Broker will not obtain or order
194 products or services from outside sources unless Buyer has agreed to pay for them promptly when due (e.g., surveys, radon tests,
195 soil tests, title reports, engineering studies, property inspections). Neither Broker nor Brokerage Firm is obligated to advance funds
196 for Buyer. Buyer must reimburse Brokerage Firm for payments made by Brokerage Firm for such products or services authorized
197 by Buyer.

198 **12. BROKERAGE SERVICES; SHOWING PROPERTIES.**

199 **12.1. Brokerage Services.** The following additional tasks will be performed by Broker:

200
201
202
203 **12.2. Showing Properties.** Buyer acknowledges that Broker has explained the possible methods used by listing brokers and
204 sellers to show properties, and the limitations (if any) on Buyer and Broker being able to access properties due to such methods.
205 Broker's limitations on accessing properties are as follows: _____.

206 Broker, through Brokerage Firm, has access to the following multiple listing services and property information services:
207 _____.

208 **13. DISCLOSURE OF BUYER'S IDENTITY.** Broker ☐ Does ☐ Does Not have Buyer's permission to disclose Buyer's
209 identity to third parties without prior written consent of Buyer.

210 **14. DISCLOSURE OF SETTLEMENT SERVICE COSTS.** Buyer acknowledges that costs, quality, and extent of service vary
211 between different settlement service providers (e.g., attorneys, lenders, inspectors and title companies).

212 **15. WIRE AND OTHER FRAUDS.** Wire and other frauds occur in real estate transactions. Any time Buyer is supplying
213 confidential information such as social security numbers or bank account numbers, Buyer should provide the information in person
214 or in another secure manner.

16. REMOVAL OF MARKETING MATERIAL. Buyer acknowledges that marketing material used by the seller and the seller's broker (e.g.: videos, photos, etc.) may be difficult, if not impossible, to remove from syndicators and the Internet and releases Broker from any liability for Broker's inability to remove the information.

17. NONDISCRIMINATION. The parties agree not to discriminate unlawfully against any prospective seller because of ~~the~~their inclusion in a "protected class" as defined by federal, state or local law. "Protected classes" include, but are not limited to, race, creed, color, sex, sexual orientation, gender identity, marital status, familial status, physical or mental disability, handicap, religion, national origin or ancestry of such person.

1618. RECOMMENDATION OF LEGAL AND TAX COUNSEL. By signing this document, Buyer acknowledges that Broker has advised that this document has important legal consequences and has recommended consultation with legal and tax or other counsel before signing this Buyer Listing Contract.

1719. MEDIATION. If a dispute arises relating to this Buyer Listing Contract, prior to or after closing, and is not resolved, the parties must first proceed in good faith to submit the matter to mediation. Mediation is a process in which the parties meet with an impartial person who helps to resolve the dispute informally and confidentially. Mediators cannot impose binding decisions. The parties to the dispute must agree, in writing, before any settlement is binding. The parties will jointly appoint an acceptable mediator and will share equally in the cost of such mediation. The mediation, unless otherwise agreed, will terminate in the event the entire dispute is not resolved within 30 calendar days of the date written notice requesting mediation is delivered by one party to the other at the other party's last known address.

1820. ATTORNEY FEES. In the event of any arbitration or litigation relating to this Buyer Listing Contract, the arbitrator or court must award to the prevailing party all reasonable costs and expenses, including attorney and legal fees.

1921. ADDITIONAL PROVISIONS. (The following additional provisions have not been approved by the Colorado Real Estate Commission.)

2022. ATTACHMENTS. The following are a part of this Buyer Listing Contract:

2123. NOTICE, DELIVERY AND CHOICE OF LAW.

2123.1. Physical Delivery. ~~All notices and Notice. Any document or notice to Brokerage Firm or Buyer must be in writing, except as provided in § 21.2. Any document, including a signed document or notice, delivered to the other party to this Buyer Listing Contract, is effective upon physical receipt. Delivery to Buyer and is effective when physically received by Buyersuch party, any signator on behalf of Buyer, any named individual of Buyer or representative of Buyer named in this Buyer Listing Contract to receive documents or notices for such party.~~

2123.2. Electronic Delivery. ~~Notice. As an alternative to physical delivery, any document, including a signed document or written notice, may be delivered in electronic form only by the following indicated methods: ☐ Facsimile ☐ Email ☐ Internet. If no box is checked, to Brokerage Firm or Buyer, or any individual named in this § 21.2 is not applicable and § 21.1 governs notice and delivery. Documents with original signatures will beBuyer Listing Contract to receive documents or notices for such party at the electronic address of the recipient by facsimile, email or~~

23.3. Electronic Delivery. Electronic Delivery of documents and notice may be delivered by: (1) email at the email address of the recipient, (2) a link or access to a website or server provided ~~upon request~~the recipient receives the information necessary to access the documents, or (3) facsimile at the facsimile number (Fax No.) of any party-the recipient.

21.323.4. Choice of Law. ~~—~~This Buyer Listing Contract and all disputes arising hereunder are governed by and construed in accordance with the laws of the State of Colorado that would be applicable to Colorado residents who sign a contract in ~~this state~~Colorado for real property located in Colorado.

2224. MODIFICATION OF THIS CONTRACT. No subsequent modification of any of the terms of this Buyer Listing Contract is valid, binding upon the parties, or enforceable unless in writing and signed by the parties.

2325. COUNTERPARTS. This Buyer Listing Contract may be executed by each of the parties, separately, and when so executed by all the parties, such copies taken together are deemed to be a full and complete contract between the parties.

265 **2426. ENTIRE AGREEMENT.** This agreement constitutes the entire contract between the parties and any prior agreements,
266 whether oral or written, have been merged and integrated into this Buyer Listing Contract.

267 **2527. COPY OF CONTRACT.** Buyer acknowledges receipt of a copy of this Buyer Listing Contract signed by Broker,
268 including all attachments.

269 **2628. MEGAN'S LAW.** If the presence of a registered sex offender is a matter of concern to Buyer, Buyer understands that
270 Buyer must contact local law enforcement officials regarding obtaining such information.

271 Brokerage Firm authorizes Broker to execute this Buyer Listing Contract on behalf of Brokerage Firm.

Buyer's Name:	_____	Broker's Name:	_____
Buyer's Signature		Broker's Signature	
_____		_____	
Date		Date	
_____		_____	
Address:	_____	Address:	_____
_____	_____	_____	_____
Phone No.:	_____	Phone No.:	_____
_____	_____	_____	_____
Fax No.:	_____	Fax No.:	_____
_____	_____	_____	_____
Electronic Address:	_____	Electronic Address:	_____
_____	_____	_____	_____
		Brokerage Firm's Name:	_____
		Address:	_____
		_____	_____
		Phone No.:	_____
		_____	_____
		Fax No.:	_____
		_____	_____
		Electronic Address:	_____
		_____	_____

272 **Buyer:** _____ **Brokerage Firm:** _____

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Buyer's Signature	Date	Broker's Signature	Date
_____	_____	_____	_____
Street Address		Brokerage Firm Street Address	
_____		_____	
City, State, Zip		Brokerage Firm City, State, Zip	
_____		_____	
Phone No.		Broker Phone No.	
_____		_____	
Fax No.		Broker Fax No.	
_____		_____	
Email Address		Broker Email Address	
_____		_____	

289

Buyer's Signature	Date
_____	_____
Street Address	

City, State, Zip	

Phone No.	

Fax No.	

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299
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Email Address
