

SCENARIO	OUTCOME
Listing agreement signed prior to 1/1/24	Amend to address seller's consent to limited dual agency - use Form LE
Listing agreement signed on 1/1/24 or later	Use new Listing Agreement
Purchase and Sale Agreement pending before 1/1/24	No action required
Purchase and Sale Agreement written on 1/1/24 or later	Use new Purchase and Sale Agreement form
Existing buyer/tenant agency relationships	Buyer/tenant must sign new services agreement effective 1/1/24 unless the commercial real estate exception applies and the parties elected not to enter a services agreement
Existing written buyer/tenant agency agreement	Parties should update their agreement effective 1/1/24 using a new buyer/tenant representation agreement
Buyer with existing PSA that has not yet closed on 1/1/24	No need to sign services agreement unless (a) sale fails AND (b) commercial real estate exception does not apply