



**EXCLUSIVE SALE LISTING AND
SELLER REPRESENTATION AGREEMENT
IDAHO**

This Agreement is made by and between _____
_____ (“Seller”) and _____
_____ (“Broker”). Seller hereby grants to Broker the exclusive and
irrevocable right to sell (and to receipt for deposit in connection therewith), Seller's commercial real estate, legally
described as set forth on attached Exhibit A and commonly described as _____ City of _____ County,
Idaho (the “Property”).

1. DURATION OF AGREEMENT. This Agreement shall commence on _____ and shall
expire at 11:59 p.m. on _____. This Agreement shall not extend or renew automatically,
and the parties shall enter into a separate, written agreement to extend or renew it.

2. PRICE AND TERMS. Seller agrees to list the Property at a price of \$ _____ and shall
consider offers that include the following terms:

Possession: _____

Terms: _____

3. DEFINITIONS. As used in this Agreement, (a) “CBA” shall mean the Commercial Brokers Association; and (b)
“sell” shall mean sell, enter into a contract to sell, exchange, lease for over 5 years, or enter into an option to
purchase the Property. The phrases “this Agreement” and “during the term hereof” include separate, written
extensions or renewals of this Agreement.

4. AGENCY / DUAL AGENCY. Seller authorizes Broker to appoint _____ to act as
Seller's assigned agent (“Listing Agent”). It is understood and agreed that this Agreement creates an agency
relationship with Listing Agent and Broker only, **not** with any other salesperson of Broker; provided, Seller
authorizes Broker to appoint other salespersons affiliated with Broker as subagents to act on Seller's behalf as
and when needed, at Broker's discretion. Seller further authorizes Broker to enter into co-operative brokerage
agreements.

Seller confirms that Broker's office policy was made available for inspection and review. SELLER
UNDERSTANDS THAT SELLER IS REPRESENTED BY BROKER BY VIRTUE OF THIS WRITTEN SELLER
REPRESENTATION AGREEMENT.

5. LIMITED DUAL REPRESENTATION AND ASSIGNED AGENCY. Seller has received, read and understands
the Idaho Real Estate Commission's “Agency Disclosure Brochure.” Seller understands that Broker may
provide agency representation to both Seller and potential buyers of the Property. Seller understands that, as
an agent for both buyer/client and seller/client, Broker will be a limited dual agent of each client and cannot
advocate on behalf of one client over another, and cannot legally disclose to either client certain confidential
client information concerning price negotiations, terms or factors motivating the buyer/client to buy or the
seller/client to sell, without specific written permission of the client to whom the information pertains. The
specific duties, obligations and limitations of a limited dual agent are contained in the Agency Disclosure
Brochure as required by Section 54-2085, Idaho Code. The Seller understands that a limited dual agent does
not have a duty of undivided loyalty to either client.

Seller further acknowledges that, to the extent Broker offers assigned agency as a type of agency
representation, individual sales associates may be assigned to represent each client to act solely on behalf of
the client consistent with applicable duties set forth in Section 54-2087, Idaho Code. In an assigned agency
situation, the designated broker (the broker who supervises the sales associates) will remain a limited dual



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agent of the client and shall have the duty to supervise the assigned agents in the fulfillment of their duties to their respective clients, to refrain from advocating on behalf of any one client over another, and to refrain from disclosing or using, without permission, confidential information of any other client with whom the brokerage has an agency relationship.

- Broker **may** act as a Limited Dual Agent and may, in Broker's discretion, assign individual agents to represent Seller and potential buyers of the Property.
- Broker **may not** act as a Limited Dual Agent.

_____/_____
[Seller's Initials]

Seller agrees that if Broker acts as a limited dual agent, then Broker shall be entitled to the entire commission payable under this Agreement plus any additional compensation Broker may have negotiated with the buyer.

- 6. PROPERTY OWNERSHIP AND INFORMATION.** Seller warrants that Seller has the right to sell the Property on the terms set forth in this Agreement and agrees to furnish and pay for a buyer's policy of title insurance showing marketable title to the Property. Seller also warrants that the information on the Property Information pages of this Agreement is correct. Seller understands that Broker and other members of CBA will make representations to prospective buyers based solely on the Property information in this Agreement and agrees to indemnify and hold Broker and other members of CBA harmless in the event the foregoing warranties are incorrect. Seller confirms that following closing, the amount of the purchase price and any other terms of the sale of the Property shall not be deemed confidential information and Seller authorizes disclosure of the same. Seller acknowledges that, pursuant to Section 54-2083, Idaho Code, the amount of the sale price and information that is publicly recorded or generally disseminated in the marketplace do not constitute confidential information. Seller acknowledges receipt of a copy of this Agreement, with the Property Information pages of this Agreement fully completed.
- 7. CLOSING COSTS.** In addition to purchasing a buyer's policy of title insurance, Seller agrees to pay one-half of any escrow fees. Rents, insurance, taxes, interest and reserves on assumed encumbrances are to be prorated between Seller and buyer as of the date of closing.
- 8. COMMISSION.** Broker shall be entitled to a commission if: (a) Broker sells or procures a buyer on the terms of this Agreement, or on other terms acceptable to Seller; (b) Seller sells the Property directly or indirectly or through any person or entity other than Broker during the term of this Agreement; (c) Seller sells the Property within six months after the expiration or sooner termination of this Agreement to a person or entity that submitted an offer to purchase the Property during the term of this Agreement or that appears on any registration list provided by Broker pursuant to this Agreement or to an "Affiliate" of such a person or entity that submitted an offer or that appears on the registration list; (d) the Property is made unmarketable by Seller's voluntary act; or (e) Seller withdraws the Property from sale, or otherwise prevents Broker from selling it. The commission shall be calculated as follows: _____

Broker shall submit any registration list to Seller within 15 days after the expiration or sooner termination of this Agreement and shall only include on the registration list persons or entities to whose attention the Property was brought through the signs, advertising or other action of Broker, or who received information secured directly or indirectly from or through Broker during the term of this Agreement. Seller shall provide the



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registration list to any other brokers that assist the Seller with this Property. "Affiliate" means, with respect to any person or entity that submitted an offer during the term of this Agreement or that appears on the registration list, a person or entity which has more than a 10% ownership or voting interest in such an entity or any entity in which more than 10% of the ownership or voting interests are owned or controlled by such a person or entity.

- 9. BROKER/MULTIPLE LISTING.** Broker shall cause this listing to be published by CBA for distribution to all CBA members through CBA's listing distribution systems. Broker shall cooperate with all other members of CBA in working toward the sale of the Property. Seller understands and agrees that all Property information contained in this Agreement or otherwise given to CBA becomes the Property of CBA, is not confidential, and will be given to third parties, including prospective buyers, other cooperating members of CBA who do not represent the Seller and, in some instances, may represent the buyer and other parties granted access to CBA's listing systems. Seller agrees that Broker may record this Agreement. Regardless of whether a cooperating member is the Broker of the buyer, the Seller, neither or both, the member shall be entitled to receive the selling office's share of the commission as designated by the listing office. IT IS UNDERSTOOD THAT CBA IS NOT A PARTY TO THIS AGREEMENT, AND ITS SOLE FUNCTION IS TO FURNISH THE DESCRIPTIVE INFORMATION SET FORTH IN THIS LISTING TO ITS MEMBERS, WITHOUT VERIFICATION AND WITHOUT ASSUMING ANY RESPONSIBILITY FOR SUCH INFORMATION OR IN RESPECT TO THIS AGREEMENT.
- 10. ATTORNEY'S FEES.** In the event either party employs an attorney to enforce any terms of this Agreement and is successful, the other party agrees to pay a reasonable attorney fee and any costs and expenses incurred. In the event of trial, venue shall be in the county in which the Property is located, and the amount of the attorney's fee shall be as fixed by the court.
- 11. ADDITIONAL TERMS.** In addition to the Property Information pages of this Agreement and Exhibit A (legal description), the following amendments or addenda (which are also attached hereto) are part of this Agreement:



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SELLER

Seller/Authorized Signature

Seller/Authorized Signature

Title _____

Title _____

Date _____

Date _____

BROKER

_____, Broker (Company)
(Office)

By _____
(Authorized Representative)

Date: _____



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EXHIBIT A
(Legal Description)