

Property Address _____ Agent _____

Addendum to the attached Listing Agreement Dated: _____ Agent _____

C.A.R Form RLA (Residential Listing Agreement) C.A.R Form VLL (Vacant Land Listing Agreement) Broker _____
 C.A.R Form CLA (Commercial and Residential Income Listing Agreement)

A. Seller is advised that offering compensation to a Buyer's Broker is fully optional and negotiable. Sellers and Sellers' Brokers are not required by law or otherwise to offer compensation to Buyers' Brokers. Seller may elect to offer compensation to Buyers' Brokers for the following reasons:

1. The Seller's property may be more attractive to buyers who need a loan to finance the purchase price, since the Buyer's Broker compensation would be paid from the Seller's proceeds at the time of closing, rather than "out of pocket" by the Buyer who may have limited funds.
2. Many buyers have limited funds after paying a deposit, a down payment, property inspections costs, and other costs for closing. These Buyers may be more likely to write an offer for the Seller's property if they know in advance the seller is paying their Broker's compensation.
3. Committing to offer compensation to Buyer's Brokers, prior to receiving an offer, allows the Listing Agent to inform Brokers and/or Buyers that the seller has pre-agreed to pay all or part of the Buyer's Broker compensation, thereby reducing the Buyer's required cash to close.
4. By making the Seller's property attractive to all Buyers, regardless of their ability to directly pay a Buyer's Broker, the pool of prospective buyers for the Seller's property will likely be increased which may result in a higher price.

B. After consideration of the above, Seller elects to directly pay compensation to Buyer's Broker in the amount of (zero) or _____ % of the purchase price or \$ _____ directly to Buyer's Broker through escrow. This amount shall apply to both Single Agency and Dual Agency transactions.

C. Regarding item #2. C. (2) of the attached Listing Agreement: Listing Broker's policy is to not risk Real Estate transactions with unrepresented Buyers. Therefore, Seller instructs Agent to reject offers by unrepresented Buyers, except on an exceptional case-by-case basis. Compensation in item #2. C.(2) only applies if the Broker agrees in writing to make that exception after examination of the merits of an unrepresented Buyer's proposal. Otherwise, all offers by unrepresented Buyers will be rejected by Broker on behalf of seller. Buyer will be advised to seek representation by a licensed Broker.

_____ / _____ Include Clause C (in this addendum) _____ / _____ Do Not Include Clause C (in this addendum)
 Seller's Initials _____ Seller's Initials _____

Seller	Date	Agent(s) Signature(s)	Date
Seller	Date	Broker Signature	Date