



EXCLUSIVE AGENCY LISTING CONTRACT
Greater Hartford Association of REALTORS®, Inc.



PARTIES AND PROPERTY

I/We (Owner(s)) _____ give
 you (Brokerage Firm) _____ the
 EXCLUSIVE AGENCY to sell my/our real property located at (Listed Property)
 _____, Connecticut, for (Listed Price) \$ _____.

The parties agree that:

1. This Contract will go into effect on _____ 20____, and will remain effective through and including _____ 20____.
2. I/We refer all inquiries or offers concerning the LISTED PROPERTY to you except for persons introduced to the listed property by me/us.
3. You may place a "for sale" sign on the LISTED PROPERTY.
4. You may install an electronic lockbox and/or a mechanical combination lockbox on the LISTED PROPERTY. I/We understand that members of associations of REALTORS® in this region and other authorized persons will have access to this lockbox.
5. You will use reasonable efforts to sell the LISTED PROPERTY.
6. Subject to any applicable Multiple Listing Service rules, you will submit the LISTED PROPERTY to the applicable Multiple Listing Service(s). I/We will provide accurate information about the LISTED PROPERTY for such submission. I/We understand that information about the LISTED PROPERTY, including property address, submitted to the Service may be posted on the Internet, via websites, as you may determine. You will submit photographs of the exterior and may submit photographs of the interior of the LISTED PROPERTY. I/We recognize and understand that you permit other real estate licensees who are not affiliated with you to advertise your listings on their web sites and in brochures and other media. I/We hereby consent that you may permit such licensees to advertise the LISTED PROPERTY on their web sites and in brochures and other media.
7. I/We understand that you are not an insurer against theft, loss or damage to the LISTED PROPERTY. I/We understand the advisability of verifying the existence of, or obtaining, appropriate insurance through my/our insurance broker and that you are not responsible for theft, loss or damage to the LISTED PROPERTY.

NOTICE: THE AMOUNT OR RATE OF REAL ESTATE BROKER COMPENSATION IS NOT FIXED BY LAW. IT IS SET BY EACH BROKER INDIVIDUALLY AND MAY BE NEGOTIABLE BETWEEN YOU AND THE BROKER.

There is no customary or industry standard real estate broker fee or compensation.

8. I/We will pay you a **professional** service fee of \$ _____ or _____ % of the agreed upon sale price if during the term of this Contract:
 - (a) The LISTED PROPERTY is sold; or
 - (b) You or anyone else, including, without limitation, any real estate broker or salesperson acting as a buyer broker, finds a buyer ready, willing and able to buy the LISTED PROPERTY for no less than the LISTED PRICE or for any other terms acceptable to me/us.
 - (c) Notwithstanding paragraphs (a) and (b), I/we shall not be obligated to pay you a **professional** service fee hereunder if the LISTED PROPERTY is sold by me/us to any buyer who is not represented by a real estate broker.

Other Professional Service Fee Agreement (may require dual/variable disclosure): _____

9. I/We acknowledge that you have explained cooperative compensation to me/us and that I/we understand that buyer brokers owe undivided fiduciary duties to the buyers, not to me/us. All Sellers initial: _____.

- ☐ I/We authorize you to pay a portion of any professional service fee payable by me/us equal to \$ _____ or _____ % of the agreed upon sale price to buyer brokers.
- ☐ I/We do not authorize you to pay a portion of any professional service fee payable by me/us to buyer brokers. This does not preclude me/us from negotiating and paying a professional service fee to buyer brokers directly or providing a concession to the buyer(s).

Owner(s) Initial _____ Date _____ Broker **(Auth. Rep.)** Initial _____ Date _____

10. I/We understand and agree that you may also be a buyer's agent for the LISTED PROPERTY. In that event, you would become a dual agent, representing both me/us and the buyer. As a dual agent, you would owe me/us and the buyer a duty of fairness and honesty. Because you would not represent me/us exclusively, I/we cannot expect to have your undivided loyalty. As a dual agent, you may not reveal any confidential information which would provide a negotiating advantage to either party except as authorized by either party or required by law. If dual agency arises, you will promptly disclose all relevant information to me/us and give me/us any disclosure notices and consent agreements required by law, for my/our review and signature.
11. You will seek offers for the LISTED PROPERTY until such time as we shall sign a purchase and sale agreement with a buyer. Thereafter, you will present to us any additional offers that may be received. In a multiple offer situation, I/we may authorize you to disclose to a buyer who has submitted an offer and/or to any such buyer's broker the fact that I/we have received other offers for the LISTED PROPERTY.
12. I/We have received a copy of this Contract.
13. You may enforce this Contract against me/us, or against me/our heirs administrators, executors and assigns.
14. I/We agree to pay any costs and attorney's fees, which you may incur to collect any monies due to you under this Contract.
15. I/We agree to notify you immediately if I/we accept an offer from a buyer to purchase the LISTED PROPERTY.
16. Other terms _____

17. I/We represent to you that the LISTED PROPERTY ☐ does ☐ does not have video surveillance and/or recording devices, systems or equipment on the premises.
18. I/We represent to you that the LISTED PROPERTY ☐ does ☐ does not have audio surveillance and/or recording devices, systems or equipment on the premises.
19. Audio recording another individual without advanced consent may be a crime. Video recording in an area of the Property where there is a reasonable expectation of privacy may be a crime. Seller(s) agrees to indemnify and hold Broker, its agents, successors and assigns, harmless from all suits, claims, demands or damages related to or arising from the Seller's use of electronic, mechanical or other device to record audio, video or both at the Property. [_____] Initials
20. I/We understand that you as my agent and any buyer agents have a legal obligation to disclose any material information that you know about the LISTED PROPERTY.

STATEMENTS REQUIRED BY LAW

This agreement is subject to the Connecticut General Statutes prohibiting discrimination in commercial and residential real estate transactions (C.G.S. Title-46a, Chapter 814c).

IT IS UNLAWFUL UNDER FEDERAL AND OR STATE LAW TO DISCRIMINATE ON THE BASIS OF RACE, CREED, COLOR, NATIONAL ORIGIN, ANCESTRY, SEX, GENDER IDENTITY OR EXPRESSION, SEXUAL ORIENTATION, CIVIL UNION STATUS, MARITAL STATUS, AGE, LAWFUL SOURCE OF INCOME, FAMILIAL STATUS, LEARNING DISABILITY, PHYSICAL OR MENTAL DISABILITY, STATUS AS A VETERAN, STATUS AS A VICTIM OF DOMESTIC VIOLENCE OR ERASED CRIMINAL HISTORY INFORMATION. I/We read and understand this section:

All Sellers Initial _____

THE REAL ESTATE BROKER MAY BE ENTITLED TO CERTAIN LIEN RIGHTS PURSUANT TO SECTION 20-325a OF THE CONNECTICUT GENERAL STATUTES. *(updated to remove references to subsections)*

OTHER STATEMENTS

I/We understand that I/we must give prospective buyers a fully completed Residential Property Condition Disclosure Report. I/We must give the Report to buyers before they execute a written offer to buy the LISTED PROPERTY. Otherwise, I/we must credit the buyers \$500.00 at closing. (Conn. Public Act No. 95-311.)

You have given me/us a blank Residential Property Condition Disclosure Report.

I/We understand that certain types of work which may have been performed at the LISTED PROPERTY may have required a building permit. If such building permit was required but was not obtained, I/we understand that unpermitted work and open permits may result in significant delays and/or additional expense during the real estate transaction.

Owner(s) Initial _____

Date _____

Broker (Auth. Rep.) Initial _____

Date _____

INFORMATION ABOUT FEDERAL LEAD LAWS

Federal regulations governing lead paint apply to "target housing", which with some exceptions means housing built before 1978. Unless an exception applies, if the LISTED PROPERTY was built before 1978, I/we must (i) give buyers the EPA brochure entitled "Protect Your Family From Lead In Your Home", and (ii) give buyers and you (Broker) all information I/we know concerning the presence of lead-based paint and lead-based paint hazards in the LISTED PROPERTY and copies of all records and reports available to me/us pertaining to this. To meet the timing requirement of the federal law, I/we must give these documents and information to a buyer before the buyer is obligated under a purchase contract, (that is, before both the buyer and I/we have executed a purchase contract). Failure to do so may result in substantial damages and/or penalties against me/us under federal law.

I/We also understand that if the LISTED PROPERTY is "target housing" and no exception applies, I/we must permit a buyer a 10-day period to conduct a risk assessment or inspection for the presence of lead-based paint or lead-based paint hazards in the LISTED PROPERTY before the buyer is obligated under the contract. I/We can mutually agree with the buyer in writing to a different time period. The buyer can also waive this right completely in writing.

I/We completed the seller's portion of the Disclosure of Information on Lead-Based Paint and Hazards. I/We will receive a fully executed copy of the Disclosure and must keep it for 3 years after the closing.

I/We may be liable for substantial damages and penalties for failing to meet the duties of a seller under the laws governing lead-based paint.

I/We read and understand this section: All Sellers Initial _____

I/We understand that potential serious health risks (including cancer, brain damage and acute illnesses such as eye, nose and throat irritation) are associated with lead substances, asbestos, radon and other environmentally hazardous conditions. Therefore, I/we must tell prospective buyers if I/we know that these conditions exist in the LISTED PROPERTY.*

If I/we fail to disclose known material information about the LISTED PROPERTY – including the presence of environmentally hazardous conditions – I/we may be violating federal and/or Connecticut law. This can result in (i) rescission of any purchase agreement between me/us and a prospective buyer, (ii) an award of damages against me/us, as the seller, or any person responsible for disclosing the information, and/or (iii) statutory damages under federal laws on lead-based substances. This is in addition to any requirement to credit a buyer \$500.00 at closing if I/we have not given the buyer a Residential Property Disclosure Report.

*Further information about environmentally hazardous conditions can be obtained from the Connecticut Department of Consumer Protection, www.ct.gov/dcp, the Connecticut Department of Public Health, www.ct.gov/dph, and the regional office of the U.S. Environmental Protection Agency, www.epa.gov.

Execution by Electronic Methods. The parties agree that they may enter into this Contract (including any amendments hereto) via email. This consent applies only to this transaction, and either party may withdraw such consent by email or in writing, but such withdrawal will not affect the validity or enforceability of this Contract (or any amendments hereto) after it has been entered into. Email, and retention of and access to email records, requires a computer, internet account and email software.

Broker (Auth. Rep.) email address: _____

Owner(s) email address: _____

If any party changes its email address it will promptly notify the other party of the new email address.

Brokerage Firm _____	Owner _____	Date _____
By: (Auth. Rep.) _____	Owner _____	Date _____
No. & Street _____	No. & Street _____	
City, State, Zip _____	City, State, Zip) _____	