



**PROPERTY SHOWING AND  
REPRESENTATION AGREEMENT**

OF REALTORS®

**PROPERTY SHOWING AND  
REPRESENTATION AGREEMENT**  
(Intended for use with a limited number of properties only.)  
(C.A.R. Form PSRA, Revised 12/24)

Date Prepared:

- 1. PARTIES TO THE AGREEMENT AND PROPERTIES:** \_\_\_\_\_ ("Buyer")  
grants \_\_\_\_\_ ("Broker")  
the right to represent Buyer regarding the following properties only ("Property"):  
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- \_\_\_\_\_ (property address)
  - \_\_\_\_\_ (property address)
  - \_\_\_\_\_ (property address)
  - See attached List of Properties

**2. SHOW OR TOUR PROPERTY:** Broker agrees, virtually or in-person, to show or give a tour of the Property(ies) identified above to Buyer.

- 3. RIGHT TO REPRESENT:** Buyer grants Broker the non-exclusive right to represent Buyer in acquiring the Property(ies) identified above on the following terms and conditions.
  - 4. TERMS OF REPRESENTATION:** The items in this paragraph are contractual terms of the Agreement. Referenced paragraphs provide further explanation. This form is 3 pages. Buyer is advised to read all 3 pages.

Para #	Paragraph Title or Contract Term	Terms and Conditions
A	Representation Period	Beginning: <u>11/5</u> (date); Ending at 11:59 P.M. on <u>1/10</u> (date) (Not to exceed 30 days)
B	Broker Compensation: NOTICE: The amount or rate of real estate commissions is not fixed by law. They are set by each Broker individually and may be negotiable between Buyer and Broker.	OR upon completion of a resulting transaction, whichever occurs first.
B(1)	Amount of Compensation	<u>2.5</u> % of the acquisition price AND, if any, <input type="checkbox"/> \$ _____. OR <input type="checkbox"/> \$ _____. OR <input type="checkbox"/> see attached Broker-created compensation schedule
B(2)	Payments received by Broker from Seller	If Broker receives compensation from Seller, or others, pursuant to a term of Buyer's offer to purchase, or otherwise, the amount shall be credited against Buyer's obligation to pay Broker.
B(3)	Continued Right to Payment for Broker Involved Properties	Broker shall not receive any amount in excess of paragraph 4B(1). The Continuation Period shall be _____ calendar days after the Representation Period or any extension ("Continuation Period").
C	Cancellation Rights and Notice	Effective upon receipt CR <input type="checkbox"/> _____ days after receipt.

**D | Other Terms****5. COMPENSATION TO BROKER:**

**Notice:** The amount or rate of real estate commissions is not fixed by law. They are set by each Broker individually and may be negotiable between Buyer and Broker.

- A. **ADVISORY:** Real estate commissions include all compensation and fees to Broker and are fully negotiable.
- B. **BROKER RIGHT TO COMPENSATION:** Broker shall be entitled to compensation specified in paragraph 4B(1) from Buyer if during the Representation Period, or any extension, Buyer is shown the Property by Broker and Buyer enters into an agreement to purchase, lease, or otherwise acquire the Property, and the seller thereafter completes the transaction or is prevented from doing so by default of Buyer.

- (1) **NON-EXCLUSIVE REPRESENTATION; BROKER INVOLVEMENT:** Compensation is payable only if there was Broker Involvement with the Property.

- (2) **BROKER INVOLVEMENT**, wherever used in this Agreement means any of the following: ● Buyer physically entered and was shown the Property by Broker; ● Broker showed the Property to Buyer virtually; ● Broker submitted to seller a signed, written offer from Buyer to acquire, lease, exchange or obtain an option on the Property; ● Broker performed a market analysis related to the Property or reviewed property specific documents or disclosures with Buyer; or ● The Property was introduced to Buyer by Broker or one for which Broker acted on Buyer's behalf. However, merely sending Buyer a list of properties shall not be deemed Broker involvement without documented action on the part of Broker analyzing the Property for Buyer, specifically, or assisting Buyer in the potential acquisition of the Property, or communicating with seller or seller's agent regarding Buyer's potential acquisition of the Property.

**C. CONTINUATION OF RIGHT TO COMPENSATION FOR BROKER INVOLVED PROPERTIES:**

- (1) Broker shall be entitled to the compensation provided for in paragraph 4B(1) if, during the Continuation Period specified in paragraph 4B(3), Buyer enters into an agreement to acquire Property for which there was Broker Involvement. The timing of such payment is subject to the terms of paragraph 5D.

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Buyer's Initials \_\_\_\_\_ / \_\_\_\_\_ Broker's Initials \_\_\_\_\_ / \_\_\_\_\_

**PROPERTY SHOWING AND REPRESENTATION AGREEMENT (PSRA PAGE 1 OF 3)**EQUAL HOUSING  
OPPORTUNITY

# New National Assoc of Realtors Rules Fees Associated

## CALIFORNIA AOR – PSRA

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Example: House finds \$8400 per month

The base 12 months

The fee: 2.5% (Includes my time)  
 labour, research, forms,  
 etc.)  
 Step: 1 -  $8400 \div 12 = 100,800$   
 Multiplied:  $100,800 \times \text{fee rate (2.5\%)}$

Solution: \$2520

Percentage quick to calculate  
 as well  
 enough

Note: If owner's  
 offer fee sometimes it's  
 enough