

# COMMERCIAL REAL ESTATE PURCHASE CONTRACT

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## RECEIPT

1. Offer Received From: ("Buyer") \_\_\_\_\_
2. Agency Confirmation: Broker named on Line 18 is the agent of (check one):
3.  the Buyer exclusively; or  the Seller exclusively; or  both the Buyer and Seller
4. Amount of Earnest Money: \_\_\_\_\_ \$ \_\_\_\_\_
5. All earnest money shall be deposited into a federally insured account acceptable to Buyer and Seller and any interest earned thereon shall also be included as earnest money ("Earnest Money"). Buyer agrees that, if Buyer breaches this Contract, Earnest Money is subject to forfeiture. If any check for Earnest Money is dishonored for any reason, Seller may, at Seller's option, immediately cancel this Contract pursuant to lines 309-313. Unless otherwise provided herein, all Earnest Money is considered to be part of the Purchase Price for the Property described below.
9. Earnest Money shall be: (check one)
11.  Delivered by Buyer to Escrow Company upon mutual execution of this Contract.
12.  Held by Broker until mutual execution. Upon mutual execution, Broker shall promptly deposit the Earnest Money with the Escrow Company to which the check is payable. If the check is payable to Broker, Broker shall deposit the check in Broker's trust account or endorse the check without recourse and deposit it with a duly licensed Escrow Company.
15. Form of Earnest Money:  Personal Check  Other: \_\_\_\_\_
16. Deposited with:  Broker's Trust Account  Escrow Company
17. Offer Received By: \_\_\_\_\_  
(PRINT SALESPERSON'S NAME AND AGENT CODE) (SALEPERSON'S SIGNATURE) (MO/DAY/YR)
18. \_\_\_\_\_ (collectively "Broker")  
(PRINT NAME OF FIRM) (OFFICE CODE)

## PROPERTY AND PURCHASE PRICE

19. Property Description and Offer: Buyer agrees to purchase and Seller agrees to sell the following real property:
20. Property Address: \_\_\_\_\_
21. City: \_\_\_\_\_ County: \_\_\_\_\_ AZ, Zip Code: \_\_\_\_\_
22. Assessors Parcel # \_\_\_\_\_
23. Legal description: \_\_\_\_\_
24. \_\_\_\_\_
25. \_\_\_\_\_
26. which includes, at no additional cost to Buyer, all fixtures and improvements thereon, as well as the following items, if any, owned by Seller and presently located on or in the real property: electrical distribution systems (power panels, ducting, conduits, disconnects), lighting fixtures, computer wiring, telephone distribution systems (lines, jacks and connections), heating, ventilation and air conditioning equipment, evaporative coolers, air lines, carpets, window coverings, wall coverings, security and fire detection systems/alarms, and
30. \_\_\_\_\_
31. \_\_\_\_\_
32. (collectively the "Property"). All fixtures and improvements shall be free of liens and encumbrances unless otherwise specified.
33. Leased Equipment NOT Included: \_\_\_\_\_
34. Personal Property Included: \_\_\_\_\_
35. Personal property shall be transferred in AS-IS CONDITION, FREE AND CLEAR OF ANY LIENS AND ENCUMBRANCES, and SELLER MAKES NO WARRANTY of any kind, expressed or implied (including, without limitation, ANY WARRANTY OF MERCHANTABILITY).
37. Addenda Incorporated:  Schedule of personal property  Lead-Based Paint Disclosure  Other \_\_\_\_\_
38. \$ \_\_\_\_\_ Full Purchase Price, paid as outlined below. Buyer acknowledges that failure to have funds deposited as required to close escrow on the date specified herein shall constitute a material breach of Contract.
39. \_\_\_\_\_
40. \$ \_\_\_\_\_ Earnest Money \_\_\_\_\_
41. \$ \_\_\_\_\_ Additional Earnest Money \_\_\_\_\_
42. \$ \_\_\_\_\_
43. \_\_\_\_\_
44. \_\_\_\_\_

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SELLER SELLER

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BUYER BUYER



**Commercial Real Estate Purchase Contract >>**

45. **Escrow:** This Contract shall be used as escrow instructions. The Escrow Company employed by the parties to carry out the terms of
46. this Contract shall be: \_\_\_\_\_  
(ESCROW COMPANY) (CONTACT PERSON)
47. \_\_\_\_\_  
(ADDRESS) (TELEPHONE)
48. \_\_\_\_\_  
(FAX) (E-MAIL)
49. **Opening of Escrow:** The term "Opening of Escrow" shall mean the date when a fully executed Contract and the Earnest Money
50. have been delivered to Escrow Company. Escrow Company shall immediately notify Buyer, Seller and Broker(s) in writing of the
51. date of the Opening of Escrow.
52. **Close of Escrow:** Seller and Buyer shall comply with all terms and conditions of this Contract and Close Escrow
53. \_\_\_\_\_
54. but in no event later than \_\_\_\_\_. Any other closing date requires the written mutual agreement of Seller and Buyer.  
MO/DAY/YR
55. Seller and Buyer hereby agree that the Close of Escrow shall be defined as recordation of the deed and any other documents
56. required to complete the transaction. The parties expressly agree that the failure of any party to comply with the terms and
57. conditions of this Contract by the scheduled Close of Escrow shall constitute a material breach of this Contract.
58. **Possession and Keys:** Possession and occupancy of the Property shall be delivered to Buyer at **Close of Escrow,**
59. or  \_\_\_\_\_, subject to the rights of tenants under existing leases. Seller shall provide keys and/or means to operate
60. all locks, mailboxes, security system/alarms, access to all common area facilities and \_\_\_\_\_
61. \_\_\_\_\_

**DUE DILIGENCE AND INSPECTIONS**

62. **Due Diligence:** Buyer's due diligence and inspection period shall be thirty (30) days or  \_\_\_\_\_ days after Opening of Escrow
63. ("Due Diligence Period"). During the Due Diligence Period, Buyer shall satisfy itself with respect to the physical condition of the
64. Property, the condition of title to the Property and as to the feasibility and suitability of the Property for Buyer's intended purpose.
65. REFER TO LINES 66-85 FOR IMPORTANT TERMS.
66. **Buyer Disapproval:** If prior to the expiration of the Due Diligence Period or as otherwise provided herein, Buyer, in Buyer's sole
67. discretion, disapproves of the Property, Buyer shall:
68. (a) immediately cancel this Contract pursuant to Lines 309-313 without further written consent of the parties, in which event all
69. Earnest Money shall be returned to Buyer; or
70. (b) deliver to the Seller written notice of the items disapproved and provide Seller an opportunity to correct the items.
71. If Buyer elects option (b), Seller shall respond in writing within five (5) days or  \_\_\_\_\_ days after delivery to Seller
72. of Buyer's notice of items disapproved. If Seller is unwilling or unable to agree to correct any of the terms disapproved by
73. Buyer, including making any repairs in a workmanlike manner, Buyer may either:
74. (a) cancel this Contract within five (5) days after receipt of Seller's response or after expiration of the time period for
75. Seller's response, whichever occurs first, in which case all Earnest Money shall be returned to Buyer; or
76. (b) proceed with the transaction, in which case Seller is not obligated to correct those items Seller has not agreed to
77. correct in writing.
78. If Buyer cancels this Contract, Buyer shall return all documents provided by the Seller and provide Seller with copies of all reports or
79. studies generated by Buyer, provided, however, that Buyer shall not be required to deliver any such report or study if the written
80. contract that Buyer entered into with the consultant who prepared such report or study specifically forbids the dissemination of the
81. report or study to others.
82. **BUYER'S FAILURE TO GIVE WRITTEN NOTICE OF CANCELLATION OF THIS CONTRACT OR DISAPPROVAL OF ITEMS**
83. **WITHIN THE SPECIFIED TIME PERIODS SHALL CONCLUSIVELY BE DEEMED BUYER'S ELECTION TO PROCEED WITH**
84. **THE TRANSACTION WITHOUT CORRECTION OF ANY DISAPPROVED ITEMS THAT SELLER HAS NOT AGREED IN**
85. **WRITING TO CORRECT.**
86. **Inspections:** During the Due Diligence Period, Buyer shall have the right, at Buyer's expense, to select an inspector(s), and to
87. make economic, environmental and physical "inspections" (including tests, surveys, and other studies) of the Property, including but
88. not limited to square footage, wood infestation, roof, designated flood hazard areas, structural, plumbing (such as galvanized or
89. polybutylene pipes), sewer/septic, well, heating, air conditioning, electrical and mechanical systems, built-in appliances, soil,
90. foundation, pool/spa and related equipment, cost of compliance with swimming pool regulations, possible environmental hazards
91. (such as asbestos, formaldehyde, radon gas, lead-based paint, fuel or chemical storage tanks, methamphetamine, LSD, ecstasy,
92. hazardous waste, other substances, materials or products, and/or location in a federal or state Superfund area), water damage,
93. mold, conditions conducive to mold, geologic conditions, location of property lines, water/utility use restrictions and fees for services
94. such as garbage, water/utility or fire protection, sign usage, zoning regulations, variances, use permits, and compliance with
95. Americans with Disabilities Act. If the presence of sex offenders in the vicinity of the Property or the occurrence of a disease, natural
96. death, suicide, homicide or other crime on or in the vicinity of the Property is a material matter to the Buyer, it must be investigated
97. by the Buyer during the Due Diligence Period.
98. **Square Footage:** BUYER IS AWARE THAT ANY REFERENCE TO THE SQUARE FOOTAGE (OR NET ACREAGE) OF THE
99. REAL PROPERTY (LAND) OR IMPROVEMENTS THEREON IS APPROXIMATE. IF SQUARE FOOTAGE (OR NET ACREAGE) IS
100. A MATERIAL MATTER TO THE BUYER, IT MUST BE VERIFIED BY BUYER DURING THE DUE DILIGENCE PERIOD. >>

**SAMPLE**  
 SELLER SELLER

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**SAMPLE**  
 BUYER BUYER



**Commercial Real Estate Purchase Contract >>**

101. **Wood Infestation Inspection:** IF CURRENT OR PAST WOOD INFESTATION (SUCH AS TERMITES) IS A MATERIAL MATTER  
 102. TO THE BUYER, IT MUST BE INVESTIGATED DURING THE DUE DILIGENCE PERIOD. If the lender requires an updated Wood  
 103. Infestation Report, it shall be performed at Buyer's expense. If wood infestation is disclosed in any Wood Infestation Report,  
 104. REFER TO LINES 66-85 FOR IMPORTANT TERMS.
105. **Flood Hazard:** If the Property is situated in an area identified as having any special flood hazards by any governmental entity  
 106. including, but not limited to, being designated as a special flood hazard area by the Federal Emergency Management Agency  
 107. (FEMA), the Buyer's lender may require the purchase of flood hazard insurance at the Close of Escrow or some future date. Special  
 108. flood hazards may affect the ability to encumber or improve the Property now or at some future date. Flood hazard designation of  
 109. the Property or cost of flood hazard insurance shall be determined by Buyer during the Due Diligence Period.
110. **Survey:** A survey  shall be performed  is waived by the Buyer.
111. If a survey is to be performed, Buyer shall have the survey completed by a licensed surveyor in accordance with the Arizona State  
 112. Board of Technical Registration's "Arizona Land Boundary Survey Minimum Standards" and review the receipt of results of survey or  
 113. map during the Due Diligence Period.
114. Cost of the survey shall be paid by:  Seller  Buyer  Other: \_\_\_\_\_
115. Surveyor's instructions are:  A boundary survey and survey plat showing the corners either verified or monumentation.  
 116.  A survey certified by a licensed surveyor, acceptable to Buyer and the Title Company, in sufficient  
 117. detail for issuance of an American Land Title Association ("ALTA") Owner's Policy of Title Insurance  
 118. showing all boundary, encroachment or survey exceptions and all improvements, utility lines and  
 119. easements on the Property or within five (5) feet thereof.  
 120.  Other survey terms: \_\_\_\_\_  
 121. \_\_\_\_\_
122. **Buyer's Responsibility Regarding Inspections:** Buyer shall keep the Property free and clear of liens, shall indemnify and hold  
 123. Seller harmless from all liability, claims, demands, damages, and costs and shall repair all damages arising from the inspections.
124. **Final Walkthrough:** The Seller grants Buyer and any representative of Buyer reasonable access to conduct a final walkthrough of the  
 125. Property for the purpose of satisfying Buyer that any repairs agreed to by the Seller have been completed and, further, that the Property  
 126. is in substantially the same condition as on the date of the mutual execution of the Contract. Seller shall make the Property available for  
 127. the final walkthrough. If Buyer does not conduct such walkthrough, Buyer specifically releases Seller and Broker(s) of any liability.
128. **Seller's Responsibility Regarding Inspections and Final Walkthrough:** Seller shall make the Property available for all inspec-  
 129. tions during the Due Diligence Period and final walkthrough. Seller understands that the inspections and final walkthrough require  
 130. that all utilities be on and the Seller is responsible for providing same at Seller's expense.
131. **Sanitation and Waste Disposal Systems:** Buyer is aware and Seller warrants that the Property is on a:  
 132.  sewer system  septic system  alternative system
133. **Seller's Obligations Regarding On-Site Wastewater Treatment Facility (conventional septic or alternative system)**  
 134. **("Facility"):** If such a Facility has been installed on the Property, Seller shall deliver to Buyer copies of Facility permits and any  
 135. other Facility documents of record within five (5) days after Opening of Escrow. During Due Diligence Period, any Facility on the  
 136. Property shall be inspected as required by law at:  Buyer's expense  Seller's expense by an inspector recognized by the  
 137. applicable governmental authority. Seller shall deliver to Escrow Company, at Seller's expense, any certification and/or  
 138. documentation required. Escrow Company is instructed to file any transfer form(s) with applicable county authority. Buyer shall pay  
 139. any Facility transfer fees.
140. **Seller's Obligations Regarding Wells:** If any well is located on the Property, Seller shall deliver to Escrow Company, before Close  
 141. of Escrow, a copy of the Arizona Department of Water Resources ("ADWR") "Registration of Existing Wells." Escrow Company is  
 142. hereby instructed to send to the ADWR a "Change of Well Information." Seller does not warrant the gallons per minute as reflected on  
 143. the ADWR certification of registration. Buyer may verify gallons per minute during Due Diligence Period through a certified flow test.
144. **Changes During Escrow:** Seller shall immediately notify Buyer in writing: (i) of any changes in the disclosures made herein, in the Seller  
 145. Property Disclosure Statement, or otherwise; (ii) if Seller modifies any existing lease or other agreement affecting the Property; or (iii) if Seller  
 146. enters into any new leases, rental agreements, service contracts or other agreements affecting the Property. Buyer shall be allowed five (5) days  
 147. after receipt of such notice to provide written notice to Seller of any items disapproved. REFER TO LINES 66-85 FOR IMPORTANT TERMS.

**DISCLOSURES**

148. **Seller Property Disclosure Statement ("SPDS"):**
149. (a)  Buyer has received, read, and approved the SPDS.
150. (b)  Buyer waives review and approval of the SPDS. (**BUYER'S INITIALS REQUIRED TO WAIVE SPDS**

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151. (c)  Seller shall deliver the SPDS to Buyer within five (5) days after Opening of Escrow.

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**Commercial Real Estate Purchase Contract >>**

152. **Additional Seller Disclosures and Information:** Seller shall provide to Buyer the following disclosures and information pertinent to the Property
153. in writing within five (5) days or \_\_\_\_\_ days after Opening of Escrow: (1) any information known to Seller that may adversely affect the
154. Buyer's use of the Property, (2) any known pending special assessments, association fees, claims, or litigation, (3) copies of covenants, conditions,
155. and restrictions, articles of incorporation; by-laws; other governing documents; and any other documents required by law, (4) financial statements,
156. copies of current rent rolls, lists of current deposits, personal property lists, copies of leases, rental agreements, service contracts, (5) a copy of the
157. most recent survey, if available, and (6) any and all other agreements, documents, studies, or reports relating to the Property in Seller's possession
158. or control provided, however, that Seller shall not be required to deliver any report or study if the written contract that Seller entered into with the
159. consultant who prepared such report or study specifically forbids the dissemination of the report to others. The Buyer shall provide written
160. notice to Seller prior to the expiration of the Due Diligence Period of any items disapproved. REFER TO LINES 66-85 FOR IMPORTANT TERMS.
161. Seller shall deliver all original documents and estoppel certificates executed by all tenants to Buyer at Close of Escrow.
162. **No Seller or Tenant Bankruptcy, Probate or Insolvency Proceedings.** Seller has no notice or knowledge that any tenant on the
163. Property is the subject of a bankruptcy, probate or insolvency proceeding. Further, Seller is not the subject of a bankruptcy,
164. insolvency or probate proceeding.
165. **Seller's Notice of Violations:** Seller represents that Seller has no knowledge of any notice of violations of City, County, State, or
166. Federal building, zoning, fire, or health laws, codes, statutes, ordinances, regulations, or rules filed or issued regarding the Property.
167. If Seller receives notice of violations of any of the aforementioned prior to Close of Escrow, Seller shall immediately notify Buyer in
168. writing. Buyer shall have five (5) days after receipt of such notice to provide written notice to Seller of any items disapproved.
169. REFER TO LINES 66-85 FOR IMPORTANT TERMS.

**DISCLOSURES FOR PROPERTY USED FOR RESIDENTIAL PURPOSES**

170. (If Property is not used for residential purposes, GO TO LINE 194.)
171. **Notice to Buyer of Swimming Pool Barrier Regulations (Initials Required):** The State of Arizona has swimming pool barrier regulations
172. that are outlined in the Arizona Department of Health Services Private Pool Safety Notice. The county or municipality in which the Property is
173. located may have different swimming pool barrier regulations than the state. During the Due Diligence Period, Buyer agrees to investigate all
174. applicable state, county, and municipal swimming pool barrier regulations and, unless disapproved prior to the expiration of the Due Diligence
175. Period, agrees to comply with and pay all costs of compliance with said regulations. BUYER'S INITIALS ACKNOWLEDGE (1) EXISTENCE OF
176. SWIMMING POOL BARRIER REGULATIONS and (2) If this Property contains a swimming pool, RECEIPT OF THE ARIZONA DEPARTMENT
177. OF HEALTH SERVICES APPROVED PRIVATE POOL SAFETY NOTICE AS REQUIRED BY A.R.S. §36-1681 (E).
178. (BUYER'S INITIALS REQUIRED)                                            
SAMPLE  
BUYER BUYER
179. **Lead-Based Paint Disclosure (Initials Required):** If the Property was built prior to 1978, Seller shall: (1) notify the Buyer of any
180. known lead-based paint or lead-based paint hazards in or on the Property; (2) provide the Buyer with any lead-based paint risk
181. assessments or inspections of the Property in the Seller's possession; (3) provide the Buyer with the Disclosure of Information on
182. Lead-based Paint and Lead-Based Paint Hazards, and any reports, records, pamphlets, and/or other materials referenced therein,
183. including the pamphlet "Protect Your Family from Lead in Your Home" (collectively "Lead-Based Paint Information").
184.  Lead-Based Paint Information was provided prior to Contract acceptance and Buyer acknowledges the opportunity to conduct
185. lead based paint risk assessments or inspections during Due Diligence Period.
186.  Seller shall provide the Lead-Based Paint Information to Buyer within five (5) days after Opening of Escrow. Buyer may within ten
187. (10) days or \_\_\_\_\_ days after receipt of the Lead-Based Paint Information conduct or obtain a risk assessment or inspection
188. of the Property for the presence of lead-based paint or lead based-paint hazards ("Assessment Period"). Buyer may within five (5)
189. days after receipt of the Lead-Based Paint Information or five (5) days after expiration of the Assessment Period cancel this Contract
190. in Buyer's sole discretion by delivering written notice of cancellation to Seller Pursuant to Lines 308-312.
191. **Prior to 1978: If Property was constructed prior to 1978, BUYER'S INITIALS REQUIRED**                                            
SAMPLE  
BUYER BUYER
192. **1978 or Later: If Property was constructed in 1978 or later, BUYER'S INITIALS REQUIRED**                                            
SAMPLE  
BUYER BUYER
193. **IF THIS IS AN ALL CASH SALE, GO TO LINE 208.**

**FINANCING**

194. (If financing is to be other than new financing, see attached addendum.)
195. **This sale  is  is not contingent upon Buyer obtaining a satisfactory financing commitment within Financing**
196. **Commitment Contingency Period.** (If sale is not contingent on a financing commitment, go to line 208.)
197. **Financing Commitment Contingency Period:** If the sale is contingent upon Buyer obtaining a satisfactory financing commitment,
198. Buyer shall have thirty (30) days or  \_\_\_\_\_ days after the Opening of Escrow ("Financing Commitment Contingency Period") to
199. obtain a financing commitment satisfactory to Buyer in Buyer's sole discretion, for a loan to purchase the Property or Buyer may cancel
200. this Contract pursuant to Lines 308-312 and receive a refund of the Earnest Money. **PRIOR TO THE EXPIRATION OF THE FINANCING**
201. **COMMITMENT CONTINGENCY PERIOD, BUYER SHALL DELIVER TO SELLER AND ESCROW COMPANY WRITTEN NOTICE**
202. **THAT BUYER HAS NOT RECEIVED SUCH SATISFACTORY FINANCING COMMITMENT OR BUYER SHALL BE DEEMED TO**
203. **HAVE WAIVED THE FINANCING COMMITMENT CONTINGENCY AND ANY RIGHT TO CANCEL DUE TO FINANCING.**
204. **Financing Application:** Within ten (10) days after the Opening of Escrow, Buyer shall submit a formal loan application to a lender
205. of Buyer's choice. Buyer and Seller shall promptly provide to such lender all materials and documents lender deems appropriate to
206. facilitate such lender's processing of such loan application. Buyer agrees to pay such fees as required by the lender and all other
207. financing costs. Buyer authorizes the lender to provide financing status updates to Broker(s). >>

**SAMPLE**  
SELLER SELLER

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**SAMPLE**  
BUYER BUYER



**Commercial Real Estate Purchase Contract >>****TITLE AND ESCROW**

208. **Title and Vesting:** Taking title may have significant legal, estate planning and tax consequences. Buyer should obtain legal  
 209. and tax advice.  
 210. Buyer will take title as **determined before Close of Escrow** or  Other: \_\_\_\_\_
211. **Title Commitment and Title Insurance:** Buyer shall be provided at Seller's expense a Standard Owner's Title Insurance Policy showing  
 212. the title vested in Buyer as provided in Line 210. Buyer may acquire extended coverage(s) at Buyer's own additional expense.  
 213. Escrow Company is hereby instructed to obtain and distribute to Buyer and Broker(s) a Commitment for Title Insurance in sufficient  
 214. detail for the issuance of an Extended Owner's Title Insurance Policy together with complete and legible copies of all documents that  
 215. will remain as exceptions to Buyer's policy of title insurance ("Title Commitment"), within fifteen (15) days after Opening of Escrow.  
 216. Buyer shall have until the expiration of the Due Diligence Period to provide written notice to Seller of any items disapproved. Buyer shall  
 217. have five (5) days after receipt of any amendments to Title Commitment or notice of any subsequent exceptions to provide Seller  
 218. written notice of any amendment or exceptions disapproved. REFER TO LINES 66-85 FOR IMPORTANT TERMS.  
 219. Seller shall convey title by special warranty deed or  \_\_\_\_\_ deed.
220. **Additional Instructions:** (a) If the Escrow Company is also acting as the title agency but is not the title insurer issuing the title  
 221. insurance policy, the Buyer and Seller hereby instruct the Escrow Company to deliver to the Buyer and Seller upon Opening of  
 222. Escrow a closing protection letter from the title insurer indemnifying the Buyer and Seller for any losses due to fraudulent acts or  
 223. breach of escrow instructions by the Escrow Company. (b) All documents necessary to close this transaction shall be executed  
 224. promptly by Seller and Buyer in the standard form used by Escrow Company. Escrow Company is hereby instructed to modify such  
 225. documents to the extent necessary to be consistent with this Contract. (c) All closing and escrow costs, unless otherwise stated  
 226. herein, shall be allocated equally between Seller and Buyer in accordance with local custom and applicable laws and regulations. (d)  
 227. Escrow Company is hereby instructed to send to Broker(s) copies of all notices and communications directed to or from Seller or  
 228. Buyer. Escrow Company shall provide Broker(s) with access to escrowed materials and information regarding the escrow.
229. **Prorations, Expenses and Adjustments:**  
 230. **Taxes:** Real property taxes payable by the Seller shall be prorated through Close of Escrow, based upon the latest tax bill available.  
 231. The parties agree that any discrepancy between the latest tax bill available and the actual tax bill when received shall be handled as  
 232. a Post Closing Matter and Buyer or Seller may be responsible for additional tax payments to each other.  
 233. **Insurance:** If Buyer takes an assignment of the existing casualty and/or liability insurance that is maintained by Seller, the current  
 234. premium shall be prorated through Close of Escrow.  
 235. **Rents, Interest and Expenses:** Rents; interest on existing notes, if transferred; utilities; and operating expenses shall be prorated  
 236. through Close of Escrow. The Parties agree to adjust any rents received after Close of Escrow as a Post Closing Matter.  
 237. **Deposits:** All deposits held by Seller pursuant to rent/lease agreement(s) shall be credited against the cash required of Buyer at  
 238. Close of Escrow or  paid to Buyer by Seller at Close of Escrow.
239. **Post Closing Matters:** The parties shall promptly adjust any item to be prorated that is not determined or determinable at Close of  
 240. Escrow as a Post Closing Matter by appropriate cash payment to the other party outside of the escrow when the amount due is  
 241. determined. Seller and Buyer agree that Escrow Company and Broker(s) are relieved of any responsibilities for said adjustments.
242. **Insurance:** Buyer shall insure that any fire, casualty, or other insurance desired by Buyer, or required by any Lender, is in place at  
 243. Close of Escrow. Buyer specifically releases Broker(s) from any obligations relating to such insurance.
244. **Assessments:** The amount of any assessment that is a lien as of the Close of Escrow, shall be:  
 245.  paid in full by Seller  prorated and assumed by Buyer  paid in full by Buyer.  
 246. Any assessment that becomes a lien after Close of Escrow is the Buyer's responsibility.
247. **IRS and FIRPTA Reporting:** Seller agrees to comply with IRS reporting requirements. If applicable, Seller agrees to complete, sign,  
 248. and deliver to Escrow Company a certificate indicating whether Seller is a foreign person or a non-resident alien pursuant to the  
 249. Foreign Investment in Real Property Tax Act (FIRPTA). Buyer acknowledges that if the Seller is a foreign person, the Buyer (or  
 250. Escrow Company, as directed by Buyer) must withhold a tax equal to 10% of the purchase price, unless an exemption applies.
251. **RESPA:** The Real Estate Settlement Procedures Act (RESPA) requires that no Seller of property that will be purchased with the  
 252. assistance of a federally-related mortgage financing shall require, directly or indirectly, as a condition of selling the property, that title  
 253. insurance covering the property be purchased by the Buyer from any particular title company.
254. **TAX DEFERRED EXCHANGE:** Seller and Buyer are advised to consult a professional tax advisor regarding the advisability of a  
 255. tax-deferred exchange pursuant to I.R.C. §1031 or otherwise. Seller and Buyer agree to cooperate in a tax deferred exchange pro-  
 256. vided that Close of Escrow is not delayed. All additional costs in connection with any such tax deferred exchange shall be borne by  
 257. the party requesting the exchange. The non-requesting party and Broker(s) shall be indemnified and held harmless from any liability  
 258. that may arise from participation in the tax deferred exchange.

**WARRANTIES**

259. **Seller Warranties:** Seller warrants and shall maintain and/or repair the Property so that, at the earlier of possession of the Property  
 260. or Close of Escrow, all heating, cooling, mechanical, plumbing, and electrical systems (including swimming pool and/or spa, motors,  
 261. filter systems, cleaning systems, and heater, if any), and built-in appliances will be in working condition or as otherwise agreed in  
 262. this Contract. Seller also warrants that, at the earlier of possession of the Property or Close of Escrow, the Property shall be in  
 263. substantially the same condition as on the date of the mutual execution of the Contract.
264. **Buyer Warranties:** Buyer warrants that Buyer has disclosed to Seller any information that may materially and adversely affect the Buyer's  
 265. ability to close escrow or complete the obligations of this Contract. At the earlier of the removal of all contingencies, possession of the  
 266. Property or Close of Escrow, (a) Buyer warrants to Seller that Buyer has conducted all desired independent investigations and accepts the  
 267. Property and (b) Buyer acknowledges that there will be no Seller warranty of any kind, except as stated in Lines 259-263. >>



**Commercial Real Estate Purchase Contract >>**

268. **Warranties that Survive Closing:** Prior to the Close of Escrow, Seller warrants that payment in full will have been made for all  
 269. rental and/or privilege taxes, labor, professional services, materials, machinery, fixtures, or tools furnished within the 150 days  
 270. immediately preceding the Close of Escrow in connection with the construction, alteration, or repair of any structure on or  
 271. improvement made to the Property. Seller warrants that the information on Lines 131-139 regarding connection to a public sewer  
 272. system, septic tank or other sanitation system is correct to Seller's knowledge. Seller warrants that Seller has disclosed to Buyer  
 273. and Broker(s) all material latent defects and any information concerning the Property known to Seller, which materially and  
 274. adversely affect the consideration to be paid by Buyer.

**REMEDIES**

275. **Remedies:** The parties agree to the remedies for breach of Contract indicated below.

276. *If Buyer is in breach: (check one)*

277.  All Rights and Remedies: Seller may cancel this Contract pursuant to Lines 308-312 and/or proceed upon any claim or  
 278. remedy that the Seller may have in law or equity.
279.  Liquidated Damages: The parties agree that it would be impracticable or extremely difficult to fix the actual damages that  
 280. Seller would suffer if Buyer fails to perform Buyer's obligations pursuant to this Contract. Therefore, if Buyer breaches this  
 281. Contract, Seller shall be entitled to the Earnest Money as Seller's sole remedy and Buyer shall be released from any further  
 282. liability to Seller. In such event, this Contract shall be cancelled and Seller shall pay any Escrow Company cancellation fees.

283.

(INITIALS REQUIRED)

SELLER SELLER BUYER BUYER

284. *If Seller is in breach:*

285. All Rights and Remedies: Buyer may cancel this Contract pursuant to Lines 308-312, shall be entitled to the return of the  
 286. Earnest Money and/or proceed upon any claim or remedy that the Buyer may have in law or equity.

287. **Mediation:** Buyer and Seller agree to mediate any dispute or claim arising out of or relating to this Contract, any alleged breach of  
 288. this Contract, or services provided in relation to this Contract, claims for Earnest Money or representations made by the Buyer or  
 289. Seller in connection with the sale, purchase, financing, condition, or other aspect of the Property to which this Contract pertains,  
 290. including, without limitation, allegations of concealment, misrepresentation, negligence and/or fraud before resorting to court action.  
 291. Mediation is a process in which the parties meet with an impartial person who helps to resolve the dispute informally and  
 292. confidentially. Mediators cannot impose binding decisions. The parties must agree and sign an agreement before any settlement  
 293. reached at the mediation is binding. Mediation shall take place in the State of Arizona. All mediation costs shall be paid equally by  
 294. the parties to the Contract.

295. **Exclusions from Mediation:** The following matters are excluded from mediation hereunder: (a) any action brought in the Small  
 296. Claims Division of an Arizona Justice Court (up to \$2,500), so long as the matter is not thereafter transferred or removed from the  
 297. Small Claims Division; (b) judicial or nonjudicial foreclosure or other action or proceeding to enforce a deed of trust, mortgage, or  
 298. agreement for sale; (c) an unlawful entry or detainer action; (d) the filing or enforcement of a mechanic's lien; or (e) any matter that  
 299. is within the jurisdiction of a probate or bankruptcy court. The filing of a judicial action to enable the recording of a notice of pending  
 300. action, or order of attachment, receivership, injunction, or other provisional remedies shall not constitute a waiver of the obligation to  
 301. mediate under this provision, nor shall it constitute a breach of the duty to mediate.

302. **Attorneys Fees and Costs:** If Buyer or Seller files suit against the other to enforce any provision of this Contract or for damages  
 303. sustained by reason of its breach, all parties prevailing in such action, on trial and appeal, shall receive their reasonable attorney's  
 304. fees and costs as awarded by the court. In addition, both Seller and Buyer agree to indemnify and hold harmless all Brokers against  
 305. all costs and expenses that any Broker may incur or sustain in connection with any lawsuit arising from this Contract and will pay the  
 306. same on demand unless the court grants judgment in such action against the party to be indemnified. Costs shall include, without  
 307. limitation, reasonable attorney's fees, expert witness fees, fees paid to investigators, and court costs.

308. **Cancellation:** Any party who wishes to cancel this Contract as provided herein or because of any material breach by another party,  
 309. and who is not in material breach except as occasioned by a material breach by the other party, may cancel this Contract by  
 310. delivering written notice of cancellation to either the breaching party or to the Escrow Company stating the basis for cancellation or  
 311. nature of the breach. Cancellation shall become effective immediately upon delivery of the written notice of cancellation to either the  
 312. breaching party or Escrow Company.

313. **Release of Earnest Money:** In the event of a dispute between Buyer and Seller regarding Earnest Money deposited with Escrow  
 314. Company, Buyer and Seller authorize Escrow Company to release Earnest Money pursuant to the terms and conditions of this  
 315. Contract. Buyer and Seller specifically authorize Escrow Company to act in its sole and absolute discretion in the release of Earnest  
 316. Money. Buyer and Seller agree to hold harmless and indemnify Escrow Company against any claim, action or lawsuit of any kind,  
 317. and from any loss, judgment, or expense, including costs and reasonable attorneys' fees, arising from or relating in any way to the  
 318. release of Earnest Money.

319. **Recommendations:** If any Broker recommends a builder, contractor, inspector, vendor or any other person or entity to Seller or Buyer  
 320. for any purpose, such recommendation shall be independently investigated and evaluated by Seller or Buyer, who hereby acknowledge  
 321. that any decision to enter into any contractual arrangements with any such person or entity recommended by any Broker will be based  
 322. solely upon such independent investigation and evaluation. Seller and Buyer understand that said contractual arrangement may result  
 323. in a commission or fee to Broker, which shall be disclosed in writing to the Seller and Buyer as required by law.

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SELLER SELLER

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BUYER BUYER



**ADDITIONAL TERMS**

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349. **Risk of Loss:** If there is any loss or damage to the Property between the date of mutual execution of this Contract and the Close of Escrow or possession of the Property, whichever is earlier, by reason of fire, vandalism, flood, earthquake or act of God, the risk of loss shall be borne by the Seller, provided, however, that if the cost of repairing such loss or damage would exceed ten percent (10%) of the purchase price, either Seller or Buyer may elect to cancel the Contract by written notice pursuant to lines 308-312.

353. **Permission:** Buyer and Seller grant Broker(s) permission to advise the public of the existence of this Contract.

354. **Arizona Law:** This Contract shall be governed by Arizona law and jurisdiction is exclusively conferred on the State of Arizona.

355. **Time is of the essence:** The parties acknowledge that time is of the essence in performance of the obligations described herein.

356. **Broker's Fee:** Buyer and Seller each represent and warrant to the other that he/she/it has had no dealings with any person, firm, broker or finder in connection with the negotiation of this Contract and/or the consummation of the purchase and sale contemplated herein, other than the Broker(s) named herein, and no Broker or other person, firm or entity, other than said Broker(s) is/are entitled to any commission or finder's fee in connection with this transaction as the result of any dealings or acts of either Buyer or Seller. Buyer and Seller do each hereby agree to indemnify, defend, protect and hold the other harmless from and against any costs, expenses or liability for compensation, commission or charges that may be claimed by any broker, finder or other similar party, other than said named Broker(s) by reason of any dealings or act of the indemnifying party.

363. **Compensation:** Seller and Buyer acknowledge that Broker(s) shall be compensated for services rendered as previously agreed by separate written agreement(s). Any separate written agreement(s) shall be delivered to Escrow Company for payment at Close of Escrow, if not previously paid, and shall constitute an irrevocable assignment of Seller's proceeds at Close of Escrow and/or payment shall be collected from Buyer as a condition to Close, as applicable. If any Broker hires an attorney to enforce the collection of the brokerage fee payable pursuant to this Contract and is successful in collecting some or all of such brokerage fee, the party(ies) responsible for paying such brokerage fee agree(s) to pay such Broker's costs including, but not limited to: reasonable attorneys' fees, expert witness fees, fees paid to investigators, and court costs. **COMMISSIONS PAYABLE FOR THE SALE, LEASING, OR MANAGEMENT OF PROPERTY ARE NOT SET BY ANY BOARD OR ASSOCIATION OF REALTORS® OR MULTIPLE LISTING SERVICE, OR IN ANY MANNER OTHER THAN BETWEEN THE BROKER AND CLIENT. THE SELLER AND THE BUYER ACKNOWLEDGE THAT THE BROKER(S) REFERENCED HEREIN ARE THIRD-PARTY BENEFICIARIES OF THIS CONTRACT.**

>>

<b>SAMPLE</b>	
SELLER	SELLER

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BUYER	BUYER



**Commercial Real Estate Purchase Contract >>**

374. **Additional Compensation:** The Real Estate Settlement Procedures Act ("RESPA") prohibits the paying or receiving of any fee,  
375. kickback, or thing of value for the referral of any business related to settlement or closing of a federally regulated mortgage  
376. financing, including, but not limited to, any services related to the origination, processing, or funding of a federally regulated mort-  
377. gage financing, and includes settlement related business. RESPA does not prohibit fees, salaries, compensation, or other payments  
378. for services actually performed. If any Broker performs any such services for a fee, Seller and Buyer consent to the payment of this  
379. additional compensation as follows: \_\_\_\_\_  
380. \_\_\_\_\_  
381. \_\_\_\_\_

382. **Subsequent Offers:** Buyer acknowledges that Seller has the right to accept subsequent offers until Close of Escrow. Seller  
383. understands that any subsequent offer accepted by the Seller must be a backup offer, namely, contingent on the cancellation of  
384. this Contract.

385. **Entire Agreement:** This Contract, and any addenda and attachments, shall constitute the entire agreement between Seller and  
386. Buyer, and shall supersede any other written or oral agreements between Seller and Buyer. This Contract, including any extensions  
387. of any time periods referenced herein, can be modified only by a writing signed by Seller and Buyer. A fully executed facsimile copy  
388. of the entire Contract shall be treated as an original Contract. This Contract and any other documents required by this Contract may  
389. be executed and delivered by facsimile and in any number of counterparts, which shall become effective upon delivery as provided  
390. for herein. All counterparts shall be deemed to constitute one instrument, and each counterpart shall be deemed an original. The  
391. failure to initial any page of this Contract shall not affect the validity or terms of this Contract. All references to days in this Contract  
392. shall be construed as calendar days.

393. **Assignment:** Except in the event of a tax-deferred exchange, Buyer shall not assign this Contract without the prior written consent  
394. of Seller. Any such assignment shall not release Buyer from Buyer's obligations under this Contract.

395. **Release of Brokers: SELLER AND BUYER HEREBY ACKNOWLEDGE THAT THEY HAVE BEEN AND ARE NOW ADVISED**  
396. **BY THE BROKER(S) TO CONSULT AND RETAIN THEIR OWN EXPERTS TO ADVISE AND REPRESENT THEM CONCERNING**  
397. **THE LEGAL AND INCOME TAX EFFECTS OF THIS CONTRACT, AND THE CONDITION OF THE PROPERTY. SELLER AND**  
398. **BUYER HEREBY EXPRESSLY RELEASE, HOLD HARMLESS AND INDEMNIFY ALL BROKER(S) IN THIS TRANSACTION**  
399. **FROM ANY AND ALL LIABILITY AND RESPONSIBILITY REGARDING THE CONDITION, SQUARE FOOTAGE/ACREAGE,**  
400. **LOT LINES OR BOUNDARIES, VALUE, FINANCING, RENT ROLLS, INCOME AND EXPENSE PROJECTIONS OR**  
401. **PROFORMAS, ENVIRONMENTAL CONDITIONS, SANITATION SYSTEMS, ROOF CONDITION, WOOD INFESTATION AND**  
402. **WOOD INFESTATION REPORT, COMPLIANCE WITH BUILDING CODES, ZONING OR OTHER GOVERNMENTAL**  
403. **REGULATIONS, OR ANY OTHER MATERIAL MATTERS RELATING TO THE PROPERTY.**

404. (INITIALS REQUIRED) \_\_\_\_\_ **SAMPLE** \_\_\_\_\_ **SAMPLE** \_\_\_\_\_  
SELLER SELLER BUYER BUYER

405. **Time for Acceptance:** This is an offer to purchase the Property. Unless acceptance is signed by Seller and a signed copy delivered  
406. in person, by private or United States mail, or facsimile, and received by Buyer or by Broker named on Lines 17-18 by:  
407. \_\_\_\_\_, \_\_\_\_\_ at \_\_\_\_\_ AM/PM, Mountain Standard Time, or unless this offer to purchase has been  
408. previously withdrawn in writing by Buyer, this offer to purchase shall be deemed withdrawn and the Buyer's Earnest Money  
409. shall be returned.

410. **THIS CONTRACT CONTAINS NINE (9) PAGES EXCLUSIVE OF ANY ADDENDA AND ATTACHMENTS. PLEASE ENSURE THAT**  
411. **YOU HAVE RECEIVED AND READ ALL NINE (9) PAGES OF THIS OFFER AS WELL AS ANY ADDENDA AND ATTACHMENTS.**

412. **The undersigned agree to purchase the Property on the terms and conditions herein stated and acknowledge receipt of a**  
413. **copy hereof.**

414. \_\_\_\_\_ **SAMPLE** \_\_\_\_\_ **SAMPLE** \_\_\_\_\_  
^ BUYER'S SIGNATURE MO/DA/YR ^ BUYER'S SIGNATURE MO/DA/YR

415. \_\_\_\_\_ **SAMPLE** \_\_\_\_\_ **SAMPLE** \_\_\_\_\_  
BUYER'S NAME PRINTED BUYER'S NAME PRINTED

416. **By:** \_\_\_\_\_ **SAMPLE** \_\_\_\_\_

417. **Its:** \_\_\_\_\_ **SAMPLE** \_\_\_\_\_

418. \_\_\_\_\_ ADDRESS \_\_\_\_\_ ADDRESS \_\_\_\_\_

419. \_\_\_\_\_ CITY, STATE, ZIP CODE \_\_\_\_\_ CITY, STATE, ZIP CODE \_\_\_\_\_

420. **Broker:** \_\_\_\_\_ **SAMPLE** \_\_\_\_\_  
(COMPANY NAME) (LICENSEE)

421. \_\_\_\_\_ (ADDRESS) \_\_\_\_\_ (TELEPHONE) \_\_\_\_\_ (FAX) \_\_\_\_\_ (E-MAIL) \_\_\_\_\_

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SELLER SELLER

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BUYER BUYER



