

Exclusive Right to Lease – Commercial



This Exclusive Right to Lease Agreement (“Agreement”) is between

1 _____ (“Owner”) and
2 _____ (“Broker”)

3 **1. AUTHORITY TO LEASE PROPERTY:** Owner gives Broker the EXCLUSIVE RIGHT TO SECURE A TENANT for
4 the real and personal property (“Property”) described below beginning the _____ and ending at
5 11:59 p.m. _____ (“Leasing Period”). If the Property becomes vacant during the Leasing
6 Period, Owner and Broker remain obligated to perform under this Agreement until the Leasing Period expires.
7 Owner certifies and represents that he/she is legally entitled to lease the Property.

8 **2. DESCRIPTION OF PROPERTY:**
9 (A) Street address: _____
10 Legal Description: _____
11 _____
12 (B) Personal Property (including machinery, inventory, supplies and/or equipment): _____
13 _____
14 _____
15 (C) Occupancy: Property is is not currently occupied. If occupied, the lease terms ends: _____
16 _____

17 **3. RENTAL RATE AND TERMS:**
18 (A) Rental Rate: \$ _____ per square foot for a term acceptable to Owner.
19 (B) Additional Terms: _____
20 _____
21 _____

22 **4. BROKER OBLIGATIONS:** Broker agrees to use diligent effort to lease the Property; furnish information to and
23 assist cooperating brokers in negotiating leases; furnish information to and assist attorneys when needed to draft
24 leases; negotiate leases and renewals of existing leases in accordance with the rent schedule and terms above;
25 take reasonable precautions to prevent damage to the Property when the Property is being shown by Broker or
26 any other broker or sales associate; and to perform the following activities authorized by Owner (check if
27 applicable):
28 Display appropriate transaction signs, including “For Rent” sign, on the Property.
29 Use Owner’s name in connection with marketing or advertising the Property.
30 Use a lockbox system to access and show Property.
31 Request a credit check on prospective tenants at Owner’s expense. Broker makes no representations as to the
32 truth or falsity of information provided by the prospective tenant or as to the financial integrity or fitness and
33 character of the prospective tenant.
34 Execute lease on behalf of Owner (Owner must execute a Special Power of Attorney authorizing Broker to
35 lease Property on Owner’s behalf).
36 Compensate cooperating brokers in the transaction, except when not in Owner’s best interest.
37 Withhold offers to lease Property once Owner enters into a binding lease agreement.
38 Make a final inspection and inventory check of Property at conclusion of lease.
39 Other: _____
40 _____

41 (a) Advertising: Broker agrees to use diligent effort to advertise the Property as Broker deems
42 advisable including advertising the Property on the Internet unless limited in 4(a)(i) or 4(a)(ii)
43 below.
44 (Owner opt-out)(Check one if applicable):
45 (i) Display the Property on the Internet except the street address of the Property shall not be
46 displayed on the Internet
47 (ii) Owner does not authorize Broker to display the Property on the Internet. Owner
48 understands and acknowledges that if Owner selects option (ii), consumers who conduct
49 searches for listings on the Internet will not see information about the listed property in response
50 to their search.
51 _____ / _____ Initials of Owner

52 **5. OWNER OBLIGATIONS:** In consideration of the obligations of Broker, Owner agrees:

Owner (____) (____) and Broker/Sales Associate (____) (____) acknowledge receipt of a copy of this page, which is Page 1 of 3
Pages.
ERLC-1 Rev. 9/17

©2017 Florida Realtors®

- 53 (A) To cooperate with **Broker** in carrying out the purpose of this Agreement, including providing **Broker** with all
- 54 documents needed by prospective tenant, including but not limited to, financial statements, appraisals,
- 55 records, and documents pertaining to the property/business. **Owner** warrants the accuracy of the information
- 56 provided to **Broker** with respect to the Property and agrees to indemnify **Broker** from any liability or damages
- 57 arising out of incorrect or undisclosed information.
- 58 (B) To immediately refer to **Broker** all inquiries regarding leasing of the Property.
- 59 (C) To make Property available for **Broker** access during reasonable times and furnish **Broker** with any access
- 60 devices, including but not limited to keys and access codes.
- 61 (D) To notify **Broker** in the event **Owner** or a tenant terminates a lease on the Property prior to lease expiration
- 62 date.
- 63 (E) To inform **Broker** before conveying the Property.
- 64 (F) To indemnify and hold harmless **Broker** and Broker's officers, directors, agents and employees from all
- 65 claims, demands, causes of action, costs and expenses, including reasonable attorneys' fees at all levels, and
- 66 from liability to any person, to the extent based on **Owner's** misstatement, negligence, action, inaction or
- 67 failure to perform the obligations of this contract or any lease or agreement with a vendor. This subparagraph
- 68 will survive **Broker's** performance.
- 69 **6. COMPENSATION: Broker's** fee is earned when **Owner** agrees to sell, lease or exchange all or part of the
- 70 Property to anyone ready, willing and able to on the Terms of this Agreement or any other terms acceptable to
- 71 **Owner**.
- 72 (A) **Owner** agrees to compensate **Broker** as follows:
- 73 _____% of the net aggregate rent
- 74 _____% of the gross rent, including excluding sales tax
- 75 _____% of _____ month's rent, including excluding sales tax
- 76 \$ _____ flat fee, including excluding sales tax
- 77 _____% of the total purchase price
- 78 see attached custom commission rider
- 79 other: _____
- 80 _____
- 81 _____
- 82 (B) **Broker's** fee is due:
- 83 in the full amount per paragraph 6(A) upon execution of lease, sales contract or other transfer agreement.
- 84 in 1/2 of the amount per paragraph 6(A) upon execution of lease, sales contract or other transfer agreement
- 85 with the remaining 1/2 due upon commencement or closing of said agreement, occupancy
- 86 see attached custom commission rider
- 87 other: _____
- 88 _____
- 89 _____
- 90 (C) Renewal and/or Extension: **Owner** shall also pay **Broker** a commission in an amount equal to _____% of
- 91 the net aggregate rent or _____% of the gross rent or _____% of _____ month's rent on all renewals
- 92 and/or extensions of such Lease upon exercise of any such renewal and/or extension.
- 93 (D) Expansion: In the event any Lease amendment is executed, expanding the area covered by the Lease, **Owner**
- 94 shall pay to **Broker** a commission in the amount equal to _____% of compensation option selected in
- 95 paragraph 6(A) of this Agreement for such expansion, as additional leasing commission.
- 96 (E) Protection Period: **Owner** agrees to pay **Broker's** fee if, within ____ days after the end of the Leasing Period,
- 97 **Owner** leases the Property to any prospects with whom **Broker** or any other broker communicated with during
- 98 the Leasing Period regarding leasing the Property. If requested, **Broker** must provide **Owner** with a list of said
- 99 prospects, and entitlement to compensation under this subparagraph will be limited to the names on that list.
- 100 The protection period ceases if **Owner** enters into a good faith exclusive right to lease agreement with another
- 101 broker after the Leasing Period ends.
- 102 (F) Commercial Real Estate Leasing Commission Lien Act: The Florida Commercial Real Estate Leasing
- 103 Commission Lien Act provides that when a broker has earned a commission by performing licensed services
- 104 under a brokerage agreement with you, the broker may claim a lien against your interest in the property for the
- 105 broker's commission. The broker's lien rights under the act cannot be waived before the commission is
- 106 earned. F.S. 475.803(6).
- 107 (G) Commercial Real Estate Sales Commission Lien Act: The Florida Commercial Real Estate Sales Commission
- 108 Lien Act provides that when a broker has earned a commission by performing licensed services under a
- 109 brokerage agreement with you, the broker may claim a lien against your net sales proceeds for the broker's

Owner (____) (____) and Broker/Sales Associate (____) (____) acknowledge receipt of a copy of this page, which is Page 2of 3
 Pages.
 ERLC-1 Rev. 9/17

110 commission. The broker's lien rights under the act cannot be waived before the commission is earned. F.S.
111 475.703(5).

- 112 **7. COOPERATION WITH OTHER BROKERS:** It is **Broker's** policy to cooperate with all other brokers as **Broker**
113 deems advisable, except when not in **Owner's** best interest.
- 114 **8. DISPUTE RESOLUTION:** This Agreement will be construed under Florida law. All disputes between **Broker** and
115 **Owner** based on this Agreement or its breach will be mediated under the rules of the American Arbitration
116 Association or other mediator agreed upon by the parties. Mediation is a process in which parties attempt to
117 resolve a dispute by submitting it to an impartial mediator who facilitates the resolution of the dispute but who is
118 not empowered to impose a settlement on the parties. The parties will equally divide the mediation fee, if any. In
119 any litigation based on this Agreement, the prevailing party will be entitled to recover reasonable attorneys' fees
120 and costs at all levels, unless the parties agree that disputes will be settled by arbitration as follows:
121 **Arbitration:** By initialing in the space provided, **Owner** (____) (____), **Listing Associate** (____) and **Listing**
122 **Broker** (____) agree that disputes not resolved by mediation will be settled by neutral binding arbitration in the
123 county in which the Property is located in accordance with the rules of the American Arbitration Association or
124 other arbitrator agreed upon by the parties. Each party to any arbitration (or litigation to enforce the arbitration
125 provision of this agreement or an arbitration award) will pay its own fees, costs and expenses, including attorneys'
126 fees at all levels, and will equally split the arbitrators' fees and administrative fees of arbitration.
- 127 **9. MISCELLANEOUS:** This Agreement is the entire agreement between **Broker** and **Owner**. No prior or present
128 agreements or representations shall be binding on **Broker** or **Owner** unless included in this Agreement.
129 Signatures, initials, documents referenced in this Agreement, counterparts and modifications communicated
130 electronically or on paper will be acceptable for all purposes and will be binding.
- 131 **10. ADDITIONAL CLAUSES:**

132
133
134
135
136
137
138
139
140 **Broker advises Owner to consult an appropriate professional for related legal, tax, property condition,**
141 **environmental, foreign reporting requirements and other specialized advice.**

142
143 Date: _____ Owner: _____ Tax ID: _____

144
145 Date: _____ Owner: _____ Tax ID: _____

146 Cellular Telephone: _____ Work Telephone: _____

147 Address: _____

148 Email Address: _____

149
150 Date: _____ Authorized Associate or Broker: _____

151 Cellular Telephone: _____ Work Telephone: _____

152 Address: _____

153 Email Address: _____