



ADDENDUM

(C.A.R. Form ADM, Revised 10/01)

No. 3

The following terms and conditions are hereby incorporated in and made a part of the: [] Residential Purchase Agreement, [] Manufactured Home Purchase Agreement, [x] Business Purchase Agreement, [] Residential Lease or Month-to-Month Rental Agreement, [x] Vacant Land Purchase Agreement, [] Residential Income Property Purchase Agreement, [x] Commercial Property Purchase Agreement, [] other

dated _____, on property known as Any Property, California

in which Any Buyer, Anywhere is referred to as ("Buyer/Tenant") and Any Seller, Anywhere is referred to as ("Seller/Landlord").

With commercial property, including industrial properties, business and land, the same ideas apply as in residential real property. The main difference in these other areas of buying or selling this type of real property is the "normal, usual, regular or customary" fees that are paid are equal to ten percent (10%) of the sales price. Most agents that offer 3% compensation to a selling agent are either attempting to keep the majority of the seller agreed compensation, or it is a reflection of that agents ability when advising the sellers of those types of properties.

Most purchasers of this type of real property are more sophisticated and educated than the residential (1-4 unit) real property buyers and sellers. The agents that work primarily in commercial type of real property think of themselves as smarter than the average residential real estate agent. While the statement may be true, I have found the majority of both commercial real estate brokers and residential real estate brokers to be incompetent and undeserving of the fees charged or paid. After over 20 years working in this industry I have found this industry to have the highest percentage of incompetent "professionals" involved.

There are many that are very capable and competent and have the value that is charged and earned. At the same time there are many more that do not have the ability or competence for the fees they ask. Buyer & seller beware! The value of an agent is in their ability to negotiate! Good luck in your search!

The foregoing terms and conditions are hereby agreed to, and the undersigned acknowledge receipt of a copy of this document.

Date _____ Date _____

Buyer/Tenant Any Buyer Seller/Landlord Any Seller

Buyer/Tenant Anywhere Seller/Landlord Anywhere

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Reviewed by _____ Date _____ Broker or Designee _____

