

Commercial Real Estate Investor's Bill of Rights

We the people of the commercial real estate community, in order to form a more perfect industry, establish principles of ethics, insure transactional efficiency, provide for a functional marketplace, promote prudent investment practices and secure the future of this business to ourselves and our posterity, do ordain and establish this CRE Investor's Bill of Rights:

Article. I.

It is the Seller's right to obtain the highest and best price for their commercial real estate properties.

Article. II.

It is the Buyer's right to purchase commercial investments at a price freely set by the laws and forces of supply and demand.

Article. III.

Investors have the inalienable right to secure the most advantageous deals, thus commercial real estate brokers and agents shall use their best marketing and negotiating efforts to maximize the sales price for their Sellers ... and to acquire properties at the lowest possible price for their Buyers.

Article. IV.

Sellers and Buyers have the right to partisan and untainted representation, thus brokers and agents shall not represent both sides of any commercial real estate transaction.

Article. V.

Investors have the right to participate in an open market, therefore brokers and agents shall not maintain "pocket listings" or keep commercial properties "off-market" for the purpose of earning both sell and buy side commissions.

Article. VI.

Sellers have the expectation and the right to achieve maximum exposure for their properties, therefore unless specifically directed otherwise by the Seller, brokers and agents shall aggressively market their commercial listings to the entire brokerage community.

Article. VII.

Sellers have the right to expect that their properties will be professionally marketed, thus brokers and agents shall create engaging sales materials to best promote their commercial listings including detailed online narratives, informative flyers and comprehensive/accurate offering memorandums.

Article. VIII.

Investors have the right to do business in a free market economy, thus brokers and agents shall proactively share information about the properties they are trying to sell with other commercial real estate brokers and agents.

Article. IX.

Buyer's have the right to be exposed to all potential properties meeting their criteria, therefore brokers and agents shall as a standard business practice, split commissions with cooperating commercial real estate brokers and agents.

Article. X.

Buyers and Sellers have the right to expect smooth and efficient transactions including timely closings, thus commercial brokers and agents shall prepare a comprehensive Escrow Checklist for each deal in order to track and monitor all relevant dates and milestones.