



Pursuant to MLS Rule 312, Participants must disclose potential short sales. When disclosed, Participants may, at their discretion, advise other Participants whether and how any reduction in the gross commission established in the listing contract, required by the lender as a condition of approving the sale, will be apportioned between Listing and Cooperating Participants.

Therefore, below is suggested language to be used should you decide to advise other Participants how any reduction in the gross commission will be apportioned:

“In the event the short sale gross commission is reduced, either because the bank refuses to pay the total commission amount and or because the bank refuses to pay certain other fees required to be paid for the transaction to close and these fees are paid from the broker’s commission, the reduction in the gross commission will be apportioned between the listing broker and the cooperating broker as follows:

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(here include how the reduction will be apportioned)

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