**Drafting Contingencies**

Use the appropriate contingency addendum or if necessary draft the contingency on an

**ADDENDUM/AMENDMENT TO PSA – Form 34** and address 7 specific areas:

 1. Subject of the contingency.

 2. Standard for approval.

 3. Who pays for it?

 4. Time for satisfaction.

 5. Effect of silence – what happens if nothing is ever said?

 Use the silence shall be deemed satisfaction clause

 (“Silence shall be deemed satisfaction of this contingency.”)

 6. Earnest money refunded to buyer if contingency is not satisfied or

 waived.

 7. Continued marketing/removal period (see the Form 22B, paragraph

 4 – Property Remains on Market provision for well drafted

 continued marketing clause).

Exercise: Your client wants to have their accountant review the terms of the Purchase and Sale Agreement and make sure it will work with their 1031 exchange. How would you draft that contingency?

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Then, have your Designated Broker or Managing Broker approve what you drafted.

Also, suggest, in writing, your clients seek legal counsel for review or have their own

attorney draft the contingency to begin with, especially if the contingency is very legally

complex.