



EQUITY PURCHASE AGREEMENT

With Shortsale Contingency

Prepared by: Agent _____
Broker _____

Phone _____
Email _____

NOTE: This form is used by a buyer's agent when an absentee-owner/investor will purchase a negative equity, owner-occupied one-to-four unit residential property in foreclosure, to prepare an offer containing a short sale contingency provision and all the terms, conditions and disclosures required of an equity purchase transaction.

DATE: _____, 20____, at _____, California.

Items left blank or unchecked are not applicable.

FACTS:

- 1. Received from _____, as the Buyer(s),
 - 1.1 the sum of \$_____, evidenced by personal check, or _____, payable to _____, for deposit only on acceptance of this offer.
 - 1.2 Deposit to be applied toward Buyer's obligations under this agreement to purchase property
 - 1.3 situated in the city of _____, County of _____, California,
 - 1.4 referred to as _____,
 - 1.5 including personal property, see attached personal Property Inventory. [See RPI Form 256]
- 1.1 The interest acquired will be fee simple, unless leasehold or _____.
- 2. This agreement is comprised of this six-page form and ____ pages of addenda/attachments.

TERMS: Buyer to pay the purchase price as follows:

- 3. Cash payment through escrow, including deposits, in the amount of.....\$_____
- 4. Buyer to obtain a trust deed loan in the amount of.....\$_____ payable approximately \$_____ monthly for a period of _____ years. Interest on closing not to exceed _____%, ARM.
- 5. Assume an improvement bond lien with an unpaid principal balance of.....\$_____
- 6. Assume a solar bond lien with an unpaid principal balance of.....\$_____
- 7. Total Purchase Price is.....\$_____

8. ACCEPTANCE AND PERFORMANCE:

- 8.1 This offer to be deemed revoked unless accepted in writing on presentation, or within _____ days after date, and acceptance is personally delivered or faxed to Offeror or Offeror's Broker within this period.
- 8.2 After acceptance, Broker(s) are authorized to extend any performance date up to one month, except that the date for the close of escrow can not be extended beyond ten business days prior to the date set for a trustee's sale under trust deeds of record on title to the property.
- 8.3 On the inability of Buyer to obtain or assume financing as agreed by the date scheduled for closing, Buyer may terminate the agreement.
- 8.4 Buyer's close of escrow is conditioned on Buyer's prior or concurrent closing on a sale of other property, commonly referred to as _____.
- 8.5 Any termination of the agreement shall be by written Notice of Cancellation timely delivered to the other party, the other party's Broker or escrow, with instructions to escrow to return all instruments and funds to the parties depositing them. [See RPI Form 183]
- 8.6 Both parties reserve their rights to assign and agree to cooperate in effecting an Internal Revenue Code §1031 exchange prior to close of escrow on either party's written notice. [See RPI Form 171 or 172]
- 8.7 Before any party to this agreement files an action on a dispute arising out of this agreement which remains unresolved after 30 days of informal negotiations, the parties agree to enter into non-binding mediation administered by a neutral dispute resolution organization and undertake a good faith effort during mediation to settle the dispute.
- 8.8 Should Buyer breach the agreement, Buyer's monetary liability to Seller is limited to \$_____.

9. PROPERTY CONDITIONS:

- 9.1 Seller to furnish prior to closing:
 - a. a structural pest control inspection report and certification of clearance of corrective conditions.
 - b. a home inspection report prepared by an insured home inspector showing the land and improvements to be free of material defects.
 - c. a one-year home warranty policy:
Insurer _____
Coverage _____
 - d. a certificate of occupancy, or other clearance or retrofitting, required by local ordinance for the transfer the transfer of possession or title.

- e. a certification by a licensed contractor stating the sewage disposal system is functioning properly, and if properly, and if it contains a septic tank, is not in need of pumping.
- f. a certification by a licensed water testing lab stating the well supplying the property meets potable water standards.
- g. a certification by a licensed well-drilling contractor stating the well supplying the property produces a minimum of _____ gallon(s) per minute.
- h. _____
- i. _____

9.2 Seller's Condition of Property Disclosure —Transfer Disclosure Statement (TDS) [See RPI Form 304]

- a. is attached; or
- b. is to be handed to Buyer on acceptance for Buyer's review. Within ten days after receipt, Buyer may either cancel the transaction based on a reasonable disapproval of the disclosure or deliver to Seller or Seller's Broker a written notice itemizing any material defects in the property disclosed by the statement and unknown to Buyer prior to acceptance. [See RPI Form 269] Seller to repair, replace or correct noticed defects prior to closing.
- c. On Seller's failure to repair, replace or correct noticed defects under §12.2b or §12.4a, Buyer may tender the purchase price reduced by the cost to repair, replace or correct the noticed defects, or close escrow and pursue available remedies. [See RPI Form 183]

9.3 Seller's Transfer Fee Disclosure Statement [See RPI Form 304-2]

- a. is attached; or
- b. is to be handed to Buyer on acceptance for Buyer's review. Within ten days after receipt, Buyer may terminate this agreement based on a reasonable disapproval of the Transfer Fee Disclosure.
- c. Seller to pay any transfer fees arising out of the transaction.

9.4 Buyer to inspect the property twice:

- a. an initial property inspection is required on acceptance to confirm the property's condition is substantially the same as observed by Buyer and represented by Seller or Seller's Agents prior to acceptance, and if not substantially the same, Buyer to promptly notify Seller in writing of undisclosed material defects discovered. [See RPI Form 269] Seller to repair, replace or correct noticed defects prior to closing; and
- b. a final walk-through inspection is required within five days before closing to confirm the correction of any noticed defects under §8.2b and §8.4a and maintenance under §8.14. [See RPI Form 270]

9.5 Seller's Natural Hazard Disclosure (NHD) Statement [See RPI Form 314] is attached, or is to be handed to Buyer on acceptance for Buyer's review. Within ten days of Buyer's post-acceptance receipt of the NHD, Buyer may terminate the agreement based on a reasonable disapproval of hazards disclosed by the Statement and unknown to Buyer prior to acceptance. [See RPI Forms 182 and 183]

9.6 Buyer acknowledges receipt of a booklet and related Seller disclosures containing Environmental Hazards: A Guide for Homeowners, Buyers, Landlords and Tenants (on all one-to-four units) [See RPI Form 316-1], Protect Your Family from Lead in Your Home (on all pre-1978 one-to-four units) [See RPI Form 313], and The Homeowner's Guide to Earthquake Safety (on all pre-1960 one-to-four units). [See RPI Form 315]

9.7 The property is located in: an industrial use area, a military ordnance area, a rent control area, airport, farmland, San Francisco Bay or mining operation area, see attached Notice Addendum [See RPI Form 308] or _____.

9.8 On acceptance, Seller to hand Buyer the following property information for Buyer's review: Property Expense Report [See RPI Forms 306], _____.

- a. Within ten days of receipt, Buyer may terminate the agreement based on a reasonable disapproval of the property information received.

9.9 The property is located in a Homeowners' Association (HOA) community. The Homeowners' Association (HOA) Addendum [See RPI Form 309]:

- a. is attached, or
- b. is to be handed to Buyer on acceptance for Buyer's review.
- c. Within ten days of Buyer's post-acceptance receipt of the association documents, Buyer may terminate the agreement based on a reasonable disapproval of the documents. [See RPI Form 183]

9.10 A solar equipment lease lien exists on the property for the solar equipment located on the property payable \$_____ monthly, expiring _____, 20_____.

- a. On acceptance, Seller to hand Buyer all documentation concerning the solar bond lien on the property and solar equipment lease. Within ten days after receipt, Buyer may terminate the agreement based on Buyer's reasonable disapproval of the documents. [See RPI Form 183]
- b. Solar equipment lease to be assumed by Buyer and pro rated to close of escrow.

- 9.11 Seller's Neighborhood Security Disclosure [See RPI Form 321]
 - a. is attached, or
 - b. is to be handed to Buyer on acceptance for Buyer's review. Within ten days after receipt, Buyer may terminate this agreement based on a reasonable disapproval of the Criminal Activity and Security Disclosure Statement.
- 9.12 Complying smoke detector(s) and water heater bracing exist, and if not, Seller to install.
- 9.13 If this property or an adjoining property contains a solar collector authorized by the Solar Shade Control Act (California Public Resources Code §25980 et seq.) and notice of its existence has been sent or received by Seller, then on acceptance, Seller to hand Buyer copies of the notices sent or received by Seller or provided to Seller by prior Owners of the property for Buyer's review. Buyer may, within ten days after receipt, terminate this agreement based on a reasonable disapproval of the conditions disclosed by the solar shade control notices.
- 9.14 Possession of the property and keys/access codes to be delivered: on close of escrow, or as stated in the attached Occupancy Agreement. [See RPI Forms 271 and 272]
- 9.15 Seller to maintain the property in good condition until possession is delivered.
- 9.16 Fixtures and fittings attached to the property include but are not limited to: window shades, blinds, light fixtures, plumbing fixtures, curtain rods, wall-to-wall carpeting, draperies, hardware, antennas, air coolers and conditioners, trees, shrubs, mailboxes and other similar items.
- 9.17 Notice: Pursuant to Section 290.46 of the Penal Code, information about specified registered sex offenders is made available to the public via an Internet Web site maintained by the Department of Justice at www.meganslaw.ca.gov. Depending on an offender's criminal history, this information will include either the address at which the offender resides or the community of residence and ZIP code in which he or she resides.
- 9.18 Any appraisal of the property is required to be unbiased, objective, and not influenced by improper or illegal considerations, including, but not limited to, any of the following: race, color, religion (including religious dress, grooming practices, or both), gender (including, but not limited to, pregnancy, childbirth, breastfeeding, and related conditions, and gender identity and gender expression), sexual orientation, marital status, medical condition, military or veteran status, national origin (including language use and possession of a driver's license issued to persons unable to provide their presence in the United States is authorized under federal law), source of income, ancestry, disability (mental and physical, including, but not limited to, HIV/AIDS status, cancer diagnosis, and genetic characteristics), genetic information, or age. If a buyer or seller believes that the appraisal has been influenced by any of the above factors, the seller or buyer can report this information to the lender or mortgage broker that retained the appraiser and may also file a complaint with the Bureau of Real Estate Appraisers at <https://www2.brea.ca.gov/complaint/> or call (916) 552-9000 for further information on how to file a complaint.

10. CLOSING CONDITIONS:

- 10.1 This Transaction to be escrowed with _____.
Parties to deliver instructions to escrow as soon as reasonably possible after acceptance.
 - a. Escrow holder is authorized and instructed to act on the provisions of this agreement as the mutual escrow instructions of the parties and to draft any additional instructions necessary to close this transaction [See RPI Form 401]
 - b. Escrow instructions, prepared and signed by the parties, are attached to be handed to escrow on acceptance. [See RPI Form 401]
- 10.2 Escrow to be handed all instruments needed to close escrow on or before _____, 20_____, or within _____ days after acceptance. Parties to hand escrow all documents required by the title insurer, lenders or other third parties to this transaction prior to seven days before the date scheduled for closing.
 - a. Each party to pay its customary Escrow charges. [See RPI Forms 310 and 311]
- 10.3 Buyer's title to be subject to covenants, conditions, restrictions, reservations and easements of record.
- 10.4 Title to be vested in Buyer or Assignee free of encumbrances other than those set forth herein. Buyer's interest in title to be insured under a policy issued by _____
_____ title company on a(n) Homeowner(s) policy (one-to-four units), Residential ALTA-R policy (vacant or improved residential parcel), Owner's policy (other than one-to-four units), CLTA Joint Protection policy (also naming Carryback Seller or purchase-assist lender), or Binder (to insure resale or refinance within two years).
 - a. Endorsements _____
 - b. Seller, or Buyer, to pay the title insurance premium.
- 10.5 Buyer to furnish a new fire insurance policy covering the property.
- 10.6 Taxes, assessments, insurance premiums, rents, interest and other expenses to be pro rated to close of escrow, unless otherwise provided.

10.7 Bill of sale to be executed for any personal property being transferred.

10.8 If Seller is unable to convey marketable title as agreed, or if the improvements on the property are materially damaged prior to closing, Buyer may terminate the agreement. Seller to pay all reasonable escrow cancellation charges. [See RPI Form 183]

11. NOTICE OF YOUR SUPPLEMENTAL PROPERTY TAX BILL:

California property tax law requires the Assessor to revalue real property at the time the ownership of the property changes. Because of this law, you may receive one or two supplemental tax bills, depending on when your loan closes. The supplemental tax bills are not mailed to your lender. If you have arranged for your property tax payments to be paid through an impound account, the supplemental tax bills will not be paid by your lender. It is your responsibility to pay these supplemental bills directly to the Tax Collector. If you have any questions concerning this matter, please call your local Tax Collector's Office.

12. NOTICE REGARDING GAS AND HAZARDOUS LIQUID PIPELINES:

This notice is being provided simply to inform you that information about the general location of gas and hazardous liquid transmission pipelines is available to the public via the National Pipeline Mapping System (NPMS) Internet Web site maintained by the United States Department of Transportation at <http://www.npms.phmsa.dot.gov/>. To seek further information about possible transmission pipelines near the property, you may contact your local gas utility or other pipeline operators in the area. Contact information for pipeline operators is searchable by ZIP Code and county on the NPMS Internet Web site.

13. LOAN DISCOUNT CONDITION (SHORTSALE CONTINGENCY):

13.1 Close of escrow under this agreement is conditioned on Seller obtaining payoff demands at a discount from the lienholders of record in full satisfaction of all amounts owed them.

- a. The discounts are to be amounts which collectively allow Seller to fully perform on this agreement and escrow instructions without the need for escrow to call for funds from Seller to close escrow.
- b. Seller on opening escrow to promptly request payoff demands from the lienholders, directly or through escrow, and diligently assist each lienholder in their analysis of their discount and processing of their payoff demand by providing them with information and documentation on themselves and this transaction.

13.2 After _____, 20____, this agreement may be terminated by either Buyer or Seller should Seller be unable to obtain written payoff demands, or consent from the lienholders, to accept Seller's proceeds from this transaction which remain after disbursement of all costs incurred by Seller in the full performance of this agreement and escrow instructions. [See RPI Form 183]

13.3 Seller may accept backup offers contingent on the cancellation of this agreement.

- a. If backup offers are received, they will be submitted to the lienholders for payoff demands which may be accepted by the lienholders in lieu of a payoff demand on escrow complying with this agreement.
- b. Should lienholders submit a written payoff demand in a backup offer acceptable to Seller, Seller may terminate this agreement. [See RPI Form 183]

13.4 The Seller understands a discount by a lienholder in full satisfaction of the debt owed will likely have consequences on the Seller's creditworthiness and income tax reporting, and other unforeseen difficulties, including,

- a. The delinquencies on payments due the lienholders and the discount allowing for payment of a lesser amount than owed may be reported by the lienholder to credit reporting agencies and adversely affect the Seller in the future.
- b. The amount of the interest on the discount on the principal will be reported by the lienholder to the IRS as a 1099 Form receipt of income, and depending on the recourse or nonrecourse nature of the debt discounted, or whether secured by the Seller's principal residence, will be reported by the Seller as discharge of indebtedness income, part of the price realized on the sale or a reduction in cost basis.
- c. Seller may terminate this agreement within five days of acceptance, based on Seller's reasonable disapproval or the disapproval of tax or legal advisors to the Seller, of the consequences of this discount on Seller's credit or tax reporting, or on liability issues arising due to the discount. [See RPI Form 183]

14. Buyer's Broker and sales agent hereby declare under penalty of perjury that:

14.1 they hold a valid, current California real estate license;

14.2 they hold adequate coverage via bond, errors and omissions insurance, or whatever other means which may become required by Equity Purchase laws; and

14.3 attached is proof of their license provided to the seller-in-foreclosure as checked below:

- a. a copy of their license as issued by the DRE; or

b. a printout of the DRE's Current License Status for the licensee.

15. BROKERAGE FEE:

- 15.1 Parties to pay the below mentioned Broker(s) a fee now due of _____ as follows:
 - a. Seller to pay the brokerage fee on the change of ownership.
 - b. The party wrongfully preventing this change of ownership to pay the brokerage fee.
- 15.2 Buyer's Broker and Seller's Broker, respectively, to share the brokerage fee _____ : _____.
- 15.3 Attached is the Agency Law Disclosure. [See RPI Form 305]
- 15.4 Broker is authorized to report the sale, its price and terms for dissemination and use of participants in brokerage trade associations or listings services.

16. FURTHER CONDITIONS: _____

17. CANCELLATION PERIOD:

- 17.1 Seller has the below noticed right to cancel this agreement until midnight of the fifth business day following the day Seller signs this agreement, or until 8 a.m. on the day scheduled for a trustee's foreclosure sale of the property, whichever occurs first.

NOTICE REQUIRED BY CALIFORNIA LAW:

Until your right to cancel this contract has ended,

_____(Buyer)

or anyone working for

_____(Buyer)

CANNOT ask you to sign or have you sign any deed or any other document.

You may cancel this contract for the sale of your house, without any penalty or obligation at any time before _____:_____, _____m. on _____, 20_____.

See attached Notice of Cancellation form for an explanation of this right.

(To be filled out by Buyer)

Seller's Broker: _____

Broker's DRE #: _____

is the broker for: Seller
 both Buyer and Seller (dual agent)

Seller's Agent: _____

Agent's DRE #: _____

is Seller's agent (salesperson or broker-associate)
 both Buyer's and Seller's agent (dual agent)

Signature: _____

Address: _____

Phone: _____ Cell: _____

Email: _____

Buyer's Broker: _____

Broker's DRE #: _____

is the broker for: Buyer
 both Buyer and Seller (dual agent)

Buyer's Agent: _____

Agent's DRE #: _____

is Buyer's agent (salesperson or broker-associate)
 both Buyer's and Seller's agent (dual agent)

Signature: _____

Address: _____

Phone: _____ Cell: _____

Email: _____

I agree to the terms stated above.

See attached Signature Page Addendum. [RPI Form 251]

Date: _____, 20____

Buyer: _____

Signature: _____

Buyer: _____

Signature: _____

I agree to the terms stated above.

See attached Signature Page Addendum. [RPI Form 251]

Date: _____, 20____

Seller: _____

Signature: _____

Seller: _____

Signature: _____

-----NOTICE OF CANCELLATION-----

(To be filled out by Buyer)

Seller signed the Equity Purchase Agreement on _____, 20____.

You may cancel this contract for the sale of your house, without any penalty or obligation, at any time before _____:_____, _____m. on _____, 20____.

To cancel this transaction, personally deliver a signed and dated copy of this cancellation notice, or send a telegram to _____(Buyer)

at _____(Business Address)

NOT LATER THAN _____:_____, _____m. on _____, 20____.

I hereby cancel this transaction.

Date: _____, 20____

Seller's Signature: _____

Seller's Signature: _____

-----NOTICE OF CANCELLATION-----

(To be filled out by Buyer)

Seller signed the Equity Purchase Agreement on _____, 20____.

You may cancel this contract for the sale of your house, without any penalty or obligation, at any time before _____:_____, _____m. on _____, 20____.

To cancel this transaction, personally deliver a signed and dated copy of this cancellation notice, or send a telegram to _____(Buyer)

at _____(Business Address)

NOT LATER THAN _____:_____, _____m. on _____, 20____.

I hereby cancel this transaction.

Date: _____, 20____

Seller's Signature: _____

Seller's Signature: _____