What happens if I cancel my listing?

A: When you cancel the listing of your property for sale, your broker, upon mutual agreement, may release you from any further contractual obligations such as owing them a fee.

To end employment of your broker, you and your broker may enter into a release and cancellation of employment agreement. This releases everyone involved in the listing contract.

However, a cancellation of the broker's employment triggers your broker's right to collect a full fee, as agreed. The consideration for cancellation may range from payment of the entire fee due under the listing on cancellation, to an agreed-on lesser amount. For example, you might agree to pay a fee when you relist the property with another broker or sell the property, lease it, etc., during a fixed period after the mutual cancellation of the listing.

Without a release signed by your broker, you are obligated to pay the broker the fee earned as agreed in the employment agreement, when:

- your agent at all times exercised diligence in the marketing of your property; and
- you terminate the listing and the broker's employment during the listing period.

The fee due your agent and their broker on your cancellation is a fair amount, not a windfall for which the broker suffers no loss. By acting to market the property and locate a buyer when you entered into the listing agreement, your agent carried out the performance of their due diligence obligations owed you to locate a buyer.

The fee due your agent and their broker compensates them for the time, effort and money invested into marketing your property — and their opportunity to complete the employment objectives — before you cancelled your listing employing them.

Your Name/Team Name

CalBRE Lic#
555.555.5555
youremail@mail.com
yourwebsite.com

Extra contact information
(Delete if not needed)

YourCompanyLogo