

# Table of Contents— New and Replaced Sections

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## Chapter 2 Listing Contracts

### *Replaced section*

- 2.25 [Statutory Requirements of a Real Estate Agency Contract]  
[Commission to be Paid to Broker: Buyer-Agency Agreements]  
When is the Commission Earned?

### *Replaced sections in 2018 (white pages)*

- 2.53 [Appendices] Appendix 2A: WB-5 Commercial Listing  
Contract – Exclusive Right to Sell  
2.54 [Appendices] Appendix 2B: WB-36 Buyer Agency/Tenant  
Representation Agreement

### *Deleted sections*

- 2.17 [Statutory Requirements of a Real Estate Agency Contract]  
[Commission to be Paid to Broker] [Listing Contracts] Excerpt  
from Form WB-5 Commercial Listing Contract – Exclusive  
Right to Sell  
2.24 [Statutory Requirements of a Real Estate Agency Contract]  
[Commission to be Paid to Broker: Buyer-Agency Agreements]  
Excerpt from Form WB-36

### *Deleted sections in 2018 (white pages)*

- 2.55 [Appendices] Appendix 2C: Revised WB-5 Commercial  
Listing Contract – Exclusive Right to Sell (Exclusive Agency)  
2.56 [Appendices] Appendix 2D: Revised WB-5 Commercial  
Listing Contract – Exclusive Right to Sell (Open Listing)  
2.57 [Appendices] Appendix 2E: Revised WB-5 Commercial  
Listing Contract – Exclusive Right to Sell (Single Party Listing)

**Chapter 3**  
**Tying Up the Property**

*Replaced section in 2018 (white pages)*

3.197 Appendix 3B: WB-15 Commercial Offer to Purchase

**Chapter 8**  
**Insurance Issues**

*Replaced section*

8.25 [Types of Insurance Coverage] [Property Insurance] [Additional Coverage—Endorsements] Builder's Risk Coverage

*Added new section*

8.55a [Types of Insurance Coverage] [Other Liability Insurance] Worker's Compensation and Employer's Liability

**Chapter 9**  
**Tax Strategies**

*Replaced sections*

9.20 [Choice of Entity] [Advantages and Disadvantages of Tax Classification of Entities] [Single vs. Double Tax Regime] Disregarded Entity Subject to Single Tax

9.53 [Choice of Entity] [Special Concerns for Tax Incremental Financing Projects] In General

*Removed sections*

9.54–9.76

9.119 Appendix 9A: IRS Directive on Tier I Issue