

Exclusive Right of Sale Listing Agreement

1 This Exclusive Right of Sale Listing Agreement ("Agreement") is between
2* _____ ("Seller")
3* and Michael Saunders & Company ("Broker").

4 1. Authority to Sell Property: Seller gives Broker the EXCLUSIVE RIGHT TO SELL the real and personal
5 property (collectively "Property") described below, at the price and terms described below, beginning
6* _____ and terminating at 11:59 p.m. on _____ ("Termination Date"). Upon
7 full execution of a contract for sale and purchase of the Property, all rights and obligations of this Agreement will
8 automatically extend through the date of the actual closing of the sales contract. Seller and Broker acknowledge
9 that this Agreement does not guarantee a sale. This Property will be offered to any person without regard to race,
10 color, religion, sex, handicap, familial status, national origin, or any other factor protected by federal, state, or local
11 law. Seller certifies and represents that she/he/it is legally entitled to convey the Property and all improvements.

12 2. Description of Property:
13* (a) Street Address: _____

14 _____
15* Legal Description: _____
16* _____ See Attachment _____

17* (b) Personal Property, including appliances: _____
18* _____ See Attachment _____

19 (c) Occupancy:
20* Property is is not currently occupied by a tenant. If occupied, the lease term expires _____.

21 3. Price and Terms: The property is offered for sale on the following terms or on other terms acceptable to Seller:

22* (a) Price: \$ _____

23* (b) Financing Terms: Cash Conventional VA FHA Other (specify) _____
24* Seller Financing: Seller will hold a purchase money mortgage in the amount of \$ _____
25* with the following terms: _____

26* Assumption of Existing Mortgage: Buyer may assume existing mortgage for \$ _____ plus
27* an assumption fee of \$ _____. The mortgage is for a term of _____ years beginning in
28* _____, at an interest rate of _____% fixed variable (describe) _____.

29* Lender approval of assumption is required is not required unknown. Notice to Seller: (1) You may
30 remain liable for an assumed mortgage for a number of years after the Property is sold. Check with your
31 lender to determine the extent of your liability. Seller will ensure that all mortgage payments and required
32 escrow deposits are current at the time of closing and will convey the escrow deposit to the buyer at closing.
33 (2) Extensive regulations affect Seller financed transactions. It is beyond the scope of a real estate licensee's
34 authority to determine whether the terms of your Seller financing agreement comply with all applicable laws or
35 whether you must be registered and/or licensed as a loan originator before offering Seller financing. You are
36 advised to consult with a legal or mortgage professional to make this determination.

37* (c) Seller Expenses: Seller will pay mortgage discount or other closing costs not to exceed _____% of the
38 purchase price and any other expenses Seller agrees to pay in connection with a transaction.

39 4. Broker Obligations: Broker agrees to make diligent and continued efforts to sell the Property until a sales
40 contract is pending on the Property.

41 5. Multiple Listing Service: Placing the Property in a multiple listing service (the "MLS") is beneficial to Seller
42 because the Property will be exposed to a large number of potential buyers. As a MLS participant, Broker is
43 obligated to timely deliver this listing to the MLS. This listing will be promptly published in the MLS unless Seller
44 directs Broker otherwise in writing. Seller authorizes Broker to report to the MLS this listing information and price,
45 terms, and financing information on any resulting sale for use by authorized Board / Association members and
46 MLS participants and subscribers unless Seller directs Broker otherwise in writing.

Seller (_____) (_____) and Broker/Sales Associate (_____) (_____) acknowledge receipt of a copy of this page, which is Page 1 of 5.

- 47 **6. Broker Authority: Seller** authorizes **Broker** to:
- 48 (a) Advertise the Property as **Broker** deems advisable including advertising the Property on the Internet unless
- 49 limited in (6)(a)(i) or (6)(a)(ii) below.
- 50 **(Seller opt-out) (Check one if applicable)**
- 51* (i) Display the Property on the Internet except the street address.
- 52* (ii) **Seller** does not authorize **Broker** to display the Property on the Internet.
- 53 **Seller** understands and acknowledges that if **Seller** selects option (ii), consumers who search for listings
- 54 on the Internet will not see information about the Property in response to their search.
- 55* _____ / _____ **Initials of Seller**
- 56 (b) Place appropriate transaction signs on the Property, including "For Sale" signs and "Sold" signs (once **Seller**
- 57 signs a sales contract) and use **Seller's** name in connection with marketing or advertising the Property.
- 58 (c) Obtain information relating to the present mortgage(s) on the Property.
- 59 (d) Provide objective comparative market analysis information to potential buyers.
- 60* (e) **(Check if applicable)** Use a lock box system to show and access the Property. A lock box does not
- 61 ensure the Property's security. **Seller** is advised to secure or remove valuables. **Seller** agrees that the lock
- 62 box is for **Seller's** benefit and releases **Broker**, persons working through **Broker**, and **Broker's** local Realtor
- 63 Board / Association from all liability and responsibility in connection with any damage or loss that occurs.
- 64* Withhold verbal offers. Withhold all offers once **Seller** accepts a sales contract for the Property.
- 65 (f) Act as a transaction broker.
- 66 (g) **Virtual Office Websites:** Some real estate brokerages offer real estate brokerage services online. These
- 67 websites are referred to as Virtual Office Websites ("VOWs"). An automated estimate of market value or
- 68 reviews and comments about a property may be displayed in conjunction with a property on some VOWs.
- 69 Anyone who registers on a VOW may gain access to such automated valuations or comments and reviews
- 70 about any property displayed on a VOW. Unless limited below, a VOW may display automated valuations or
- 71 comments and reviews about this Property.
- 72* **Seller** does not authorize an automated estimate of the market value of the listing (or a hyperlink to such
- 73 estimate) to be displayed in immediate conjunction with the listing of this Property.
- 74* **Seller** does not authorize third parties to write comments or reviews about the listing of the Property (or
- 75 display a hyperlink to such comments or reviews) in immediate conjunction with the listing of this Property.
- 76 **7. Seller Obligations:** In consideration of **Broker's** obligations, **Seller** agrees to:
- 77 (a) Cooperate with **Broker** in carrying out the purpose of this Agreement, including referring immediately to
- 78 **Broker** all inquiries regarding the Property's transfer, whether by purchase or any other means of transfer.
- 79 (b) Provide **Broker** with keys to the Property and make the Property available for **Broker** to show during
- 80 reasonable times.
- 81 (c) Inform **Broker** before leasing, mortgaging, or otherwise encumbering the Property.
- 82 (d) Indemnify **Broker** and hold **Broker** harmless from losses, damages, costs, and expenses of any nature,
- 83 including attorney's fees, and from liability to any person, that **Broker** incurs because of (1) **Seller's**
- 84 negligence, representations, misrepresentations, actions, or inactions; (2) the use of a lock box; (3) the
- 85 existence of undisclosed material facts about the Property; or (4) a court or arbitration decision that a broker
- 86 who was not compensated in connection with a transaction is entitled to compensation from **Broker**. This
- 87 clause will survive **Broker's** performance and the transfer of title.
- 88 (e) Perform any act reasonably necessary to comply with FIRPTA (Section 1445 of the Internal Revenue Code).
- 89 (f) Make all legally required disclosures, including all facts that materially affect the Property's value and are not
- 90 readily observable or known by the buyer. **Seller** certifies and represents that **Seller** knows of no such
- 91 material facts (local government building code violations, unobservable defects, etc.) other than the following:
- 92* _____
- 93 **Seller** will immediately inform **Broker** of any material facts that arise after signing this Agreement.
- 94 (g) Consult appropriate professionals for related legal, tax, property condition, environmental, foreign
- 95 reporting requirements, and other specialized advice.
- 96 **8. Compensation: Seller** will compensate **Broker** as specified below for procuring a buyer who is ready, willing,
- 97 and able to purchase the Property or any interest in the Property on the terms of this Agreement or on any other
- 98 terms acceptable to **Seller**. **Seller** will pay **Broker** as follows (plus applicable sales tax):
- 99* (a) _____ 7% of the total purchase price plus \$ _____ OR \$ _____, no
- 100 later than the date of closing specified in the sales contract. However, closing is not a prerequisite for **Broker's**
- 101 fee being earned.
- 102* (b) _____ 10 (\$ or %) of the consideration paid for an option, at the time an option is created. If the option
- 103 is exercised, **Seller** will pay **Broker** the Paragraph 8(a) fee, less the amount **Broker** received under this
- 104 subparagraph.

Seller (____) (____) and Broker/Sales Associate (____) (____) acknowledge receipt of a copy of this page, which is Page 2 of 5.

- 105* (c) 10% (\$ or %) of gross lease value as a leasing fee, on the date **Seller** enters into a lease or
106 agreement to lease, whichever is earlier. This fee is not due if the Property is or becomes the subject of a
107 contract granting an exclusive right to lease the Property.
- 108 (d) **Broker's** fee is due in the following circumstances: (1) If any interest in the Property is transferred, whether by
109 sale, lease, exchange, governmental action, bankruptcy, or any other means of transfer, regardless of whether
110 the buyer is secured by **Seller**, **Broker**, or any other person. (2) If **Seller** refuses or fails to sign an offer at the
111 price and terms stated in this Agreement, defaults on an executed sales contract, or agrees with a buyer to
112* cancel an executed sales contract. (3) If, within 180 days after Termination Date ("Protection Period"),
113 **Seller** transfers or contracts to transfer the Property or any interest in the Property to any prospects with whom
114 **Seller**, **Broker**, or any real estate licensee communicated regarding the Property before Termination Date.
115 However, no fee will be due **Broker** if the Property is relisted after Termination Date and sold through another
116 broker.
- 117* (e) **Retained Deposits:** As consideration for **Broker's** services, **Broker** is entitled to receive 50% (50% if
118 left blank) of all deposits that **Seller** retains as liquidated damages for a buyer's default in a transaction, not to
119 exceed the Paragraph 8(a) fee.

120 **9. Cooperation with and Compensation to Other Brokers: Notice to Seller:** The buyer's broker, even if
121 compensated by **Seller** or **Broker**, may represent the interests of the buyer. **Broker's** office policy is to cooperate
122 with all other brokers except when not in **Seller's** best interest and to offer compensation in the amount of
123* % of the purchase price or \$ to a single agent for the buyer; % of the
124* purchase price or \$ to a transaction broker for the buyer; and % of the purchase
125* price or \$ to a broker who has no brokerage relationship with the buyer.
126* None of the above. (If this is checked, the Property cannot be placed in the MLS.)

127 **10. Brokerage Relationship:** **Broker** will act as a transaction broker. **Broker** will deal honestly and fairly; will account
128 for all funds; will use skill, care, and diligence in the transaction; will disclose all known facts that materially affect
129 the value of the residential property which are not readily observable to the buyer; will present all offers and
130 counteroffers in a timely manner unless directed otherwise in writing; and will have limited confidentiality with
131 **Seller** unless waived in writing.

132 **11. Conditional Termination:** At **Seller's** request, **Broker** may agree to conditionally terminate this Agreement. If
133 **Broker** agrees to conditional termination, **Seller** must sign a withdrawal agreement, reimburse **Broker** for all direct
134* expenses incurred in marketing the Property, and pay a cancellation fee of \$ See 14(A) plus
135 applicable sales tax. **Broker** may void the conditional termination, and **Seller** will pay the fee stated in Paragraph
136 8(a) less the cancellation fee if **Seller** transfers or contracts to transfer the Property or any interest in the Property
137 during the time period from the date of conditional termination to Termination Date and Protection Period, if
138 applicable.

139 **12. Dispute Resolution:** This Agreement will be construed under Florida law. All controversies, claims, and other
140 matters in question between the parties arising out of or relating to this Agreement or the breach thereof will be
141 settled by first attempting mediation under the rules of the American Mediation Association or other mediator
142 agreed upon by the parties. If litigation arises out of this Agreement, the prevailing party will be entitled to recover
143 reasonable attorney's fees and costs, unless the parties agree that disputes will be settled by arbitration as follows:
144* **Arbitration:** By initialing in the space provided, **Seller** (____) (____), Sales Associate (____), and **Broker** (____)
145 agree that disputes not resolved by mediation will be settled by neutral binding arbitration in the county in which
146 the Property is located in accordance with the rules of the American Arbitration Association or other arbitrator
147 agreed upon by the parties. Each party to any arbitration (or litigation to enforce the arbitration provision of this
148 Agreement or an arbitration award) will pay its own fees, costs, and expenses, including attorney's fees, and will
149 equally split the arbitrator's fees and administrative fees of arbitration.

150 **13. Miscellaneous:** This Agreement is binding on **Seller's** and **Broker's** heirs, personal representatives,
151 administrators, successors, and assigns. **Broker** may assign this Agreement to another listing office. This
152 Agreement is the entire agreement between **Seller** and **Broker**. No prior or present agreements or representations
153 will be binding on **Seller** or **Broker** unless included in this Agreement. Electronic signatures are acceptable and
154 will be binding. Signatures, initials, and modifications communicated by facsimile will be considered as originals.
155 The term "buyer" as used in this Agreement includes buyers, tenants, exchangors, optionees, and other categories
156 of potential or actual transferees.

Seller (____) (____) and Broker/Sales Associate (____) (____) acknowledge receipt of a copy of this page, which is Page 3 of 5.

157* **14. Additional Terms:** This Exclusive Right of Sale Listing Agreement has an Addendum "MS&C Addendum to
158 Exclusive Right of Sale Listing Agreement" that Seller must also execute. The Addendum shall be incorporated into this
159 Agreement as it contains additional terms and conditions governing the Parties' rights and obligations.

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169 Internal only 245 Listing Agreement ERS-17tb Master (r) July 2017

170* **Seller's Signature:** _____ **Date:** _____

171* Home Telephone: _____ Work Telephone: _____ Facsimile: _____

172* Address: _____

173* Email Address: _____

174* **Seller's Signature:** _____ **Date:** _____

175* Home Telephone: _____ Work Telephone: _____ Facsimile: _____

176* Address: _____

177* Email Address: _____

178* **Authorized Sales Associate or Broker:** _____ **Date:** _____

179* Brokerage Firm Name: Rod Underdahl
Michael Saunders & Company Telephone: 941-966-8000

180* Address: 8660 So Tamiami Trail Sarasota FL 34238

181*

Copy returned to Seller on _____ by <input type="checkbox"/> email <input type="checkbox"/> facsimile <input type="checkbox"/> mail <input type="checkbox"/> personal delivery.
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Seller (____) (____) and Broker/Sales Associate (____) (____) acknowledge receipt of a copy of this page, which is Page 4 of 5.

MS&C Addendum to Exclusive Right of Sale Listing Agreement

This Addendum shall be part of the Exclusive Right of Sale Listing Agreement between

_____ (“Seller”) and Michael Saunders & Company (“Broker”).

14. Additional Terms:

(A) Cancellation and marketing fees to be determined by Broker at the time of Owner(s)’ request to terminate.

(B) Seller agrees to execute and return to Broker the Multiple Listing Service Change Status form and the Conditional Termination of Exclusive Right of Sale Listing Agreement form.

(C) Paragraph 12 titled Dispute Resolution is deleted and replaced with this paragraph. This Agreement will be construed under Florida law. All controversies, claims and other matters in questions between the parties arising out of or relating to this Agreement or the breach thereof will be settled by first attempting mediation under the rules of the American Mediation Association or another mediator agreed upon by the Parties. If litigation arises out of this agreement, the prevailing party will be entitled to attorney’s fees and costs.

(D) Owner agrees that Agent may post details of this property on Agent’s Social Media platforms prior to the property being loaded into the MLS system, but only after Owner has executed and delivered to Agent the Exclusive Right of Listing Agreement and the Owner Waiver of MLS Entry form. Agent will share posts with Owner as they are posted for Owner’s review. If Owner requests any posts to be removed or updated, Agent will immediately remove or update the property information on the post. Owner acknowledges that Broker does not offer any separate or independent social media property posting services as reflected therein.

(E) Paragraph 7 (d) is amended to include within the indemnity and hold harmless to Broker coverage for all claims for any personal injury to any invitee while on the property, whether said injury occurs during a showing, an open house or at any time the property is listed with Broker. Broker has no duty to inspect or to repair any property condition, but will notify Owner of any visible conditions or concerns. As a condition of Broker’s services, Owner shall secure adequate liability coverage as long as Broker has the listing and shall upon request provide proof of same.

(F) Seller is responsible for complying with Florida law if the property has either audio or video surveillance equipment. Audio recordings require consent from all parties and written notice of any video recording must be given on the premises (posted sign) or must be readily apparent. There are both civil and criminal penalties for failure to meet the notice and consent requirements. Seller agrees to notify the Listing Agent in writing of any type of surveillance equipment which is located in or about the property and agrees to post any required sign, notice or disclosure or obtain any consent from those who view the property that may be required.

(G) In the event Seller engages in the services of an auction vendor during the term of the listing agreement, Seller shall execute Form 207 Seller Auction Disclosure.

(H) To assist Seller with its obligation under 7(f) of the Listing Agreement, Seller hereby directs Broker to make available any completed Sellers Property Disclosure as an attachment or link to the Property’s MLS listing, unless the opt out box is checked. **OPT OUT** If checked, Seller desires to opt out of making the Sellers Property Disclosure available as either an attachment or link on the MLS (Multiple Listing Service). Seller acknowledges that Broker shall still provide any Sellers Property Disclosure to prospective buyers.

Seller’s Signature

Date

Authorized Sales Associate or Broker

Date

Print Name:

Seller’s Signature

Date

Print Name: