

Exclusive Right of Sale Listing Agreement

FLORIDA ASSOCIATION OF REALTORS®



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

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

12 **2. DESCRIPTION OF PROPERTY:**
13* (a) Real Property Street Address: _____
14* _____
15* Legal Description: _____
16* _____ See Attachment _____
17* (b) Personal Property, including appliances: _____
18* _____
19* _____ See Attachment _____
20* (c) Occupancy: Property is is not currently occupied by a tenant. If occupied, the lease term
21* expires _____.

22 **3. PRICE AND TERMS:** The property is offered for sale on the following terms, or on other terms acceptable to Seller:
23* (a) Price: _____
24* (b) Financing Terms: Cash Conventional VA FHA Other _____
25* Seller Financing: Seller will hold a purchase money mortgage in the amount of \$ _____ with the
26* following terms: _____
27* Assumption of Existing Mortgage: Buyer may assume existing mortgage for \$ _____ plus an
28* assumption fee of \$ _____. The mortgage is for a term of _____ years beginning in _____, at
29* an interest rate of _____% fixed variable (describe) _____.
30* Lender approval of assumption is required is not required unknown. Notice to Seller: You may remain liable for an
31 assumed mortgage for a number of years after the Property is sold. Check with your lender to determine the extent of your
32 liability. Seller will ensure that all mortgage payments and required escrow deposits are current at the time of closing and
33 will convey the escrow deposit to the buyer at closing.
34* (c) Seller Expenses: Seller will pay mortgage discount or other closing costs not to exceed _____% of the purchase
35 price; and any other expenses Seller agrees to pay in connection with a transaction.

36 **4. BROKER OBLIGATIONS AND AUTHORITY:** Broker agrees to make diligent and continued efforts to sell the Property
37 until a sales contract is pending on the Property. Seller authorizes Broker to:
38 (a) Advertise the Property as Broker deems advisable in newspapers, publications, computer networks, including the
39 Internet and other media; place appropriate transaction signs on the Property, including "For Sale" signs and "Sold" signs
40 (once Seller signs a sales contract); and use Seller's name in connection with marketing or advertising the Property;
41 (b) Obtain information relating to the present mortgage(s) on the Property.
42 (c) Place the property in a multiple listing service(s) (MLS). Seller authorizes Broker to report to the MLS/Association of
43 Realtors® this listing information and price, terms and financing information on any resulting sale. Seller authorizes Broker,
44 the MLS and/or Association of Realtors® to use, license or sell the active listing and sold data.
45 (d) Provide objective comparative market analysis information to potential buyers; and
46* (e) (Check if applicable) Use a lock box system to show and access the Property. A lock box does not ensure the
47 Property's security; Seller is advised to secure or remove valuables. Seller agrees that the lock box is for Seller's benefit
48 and releases Broker, persons working through Broker and Broker's local Realtor Board/Association from all liability and
49* responsibility in connection with any loss that occurs. Withhold verbal offers. Withhold all offers once Seller accepts a
50 sales contract for the Property.
51 (f) Act as a transaction broker.

52 **5. SELLER OBLIGATIONS:** In consideration of Broker's obligations, Seller agrees to:
53 (a) Cooperate with Broker in carrying out the purpose of this Agreement, including referring immediately to Broker all
54 inquiries regarding the Property's transfer, whether by purchase or any other means of transfer.
55 (b) Provide Broker with keys to the Property and make the Property available for Broker to show during reasonable times.
56 (c) Inform Broker prior to leasing, mortgaging or otherwise encumbering the Property.

57* Seller (____) (____) and Broker/Sales Associate (____) (____) acknowledge receipt of a copy of this page, which is Page 1 of 3 Pages.

58 (d) To indemnify **Broker** and hold **Broker** harmless from losses, damages, costs and expenses of any nature,
59 including attorney's fees, and from liability to any person, that **Broker** incurs because of (1) **Seller's** negligence,
60 representations, misrepresentations, actions or inactions, (2) the use of a lock box, (3) the existence of undisclosed material
61 facts about the Property, or (4) a court or arbitration decision that a broker who was not compensated in connection with a
62 transaction is entitled to compensation from **Broker**. This clause will survive **Broker's** performance and the transfer of title.
63 (e) To perform any act reasonably necessary to comply with FIRPTA (Internal Revenue Code Section 1445).
64 (f) Make all legally required disclosures, including all facts that materially affect the Property's value and are not readily
65 observable or known by the buyer. **Seller** represents there are no material facts (building code violations, pending code
66* citations, unobservable defects, etc.) other than the following: _____
67*

68 **Seller** will immediately inform **Broker** of any material facts that arise after signing this Agreement.
69 (g) Consult appropriate professionals for related legal, tax, property condition, environmental, foreign reporting
70 requirements and other specialized advice.

71 **6. COMPENSATION:** **Seller** will compensate **Broker** as specified below for procuring a buyer who is ready, willing and able
72 to purchase the Property or any interest in the Property on the terms of this Agreement or on any other terms acceptable to
73 **Seller**. **Seller** will pay **Broker** as follows (plus applicable sales tax):

- 74* (a) _____% of the total purchase price OR \$ _____, no later than the date of closing specified
75 in the sales contract. However, closing is not a prerequisite for **Broker's** fee being earned.
- 76* (b) _____ (\$ or %) of the consideration paid for an option, at the time an option is created. If the option is exercised,
77 **Seller** will pay **Broker** the paragraph 6(a) fee, less the amount **Broker** received under this subparagraph.
- 78* (c) _____ (\$ or %) of gross lease value as a leasing fee, on the date **Seller** enters into a lease or agreement to lease, whichever
79 is soonest. This fee is not due if the Property is or becomes the subject of a contract granting an exclusive right to lease the Property.
- 80 (d) **Broker's** fee is due in the following circumstances: (1) If any interest in the Property is transferred, whether by sale, lease,
81 exchange, governmental action, bankruptcy or any other means of transfer, regardless of whether the buyer is secured by
82 **Broker**, **Seller** or any other person. (2) If **Seller** refuses or fails to sign an offer at the price and terms stated in this
83 Agreement, defaults on an executed sales contract or agrees with a buyer to cancel an executed sales contract. (3) If, within
84* _____ days after Termination Date ("Protection Period"), **Seller** transfers or contracts to transfer the Property or any
85 interest in the Property to any prospects with whom **Seller**, **Broker** or any real estate licensee communicated regarding the
86 Property prior to Termination Date. However, no fee will be due **Broker** if the Property is relisted after Termination Date and
87 sold through another broker.

88* (e) Retained Deposits: As consideration for **Broker's** services, **Broker** is entitled to receive _____% of all deposits
89 that **Seller** retains as liquidated damages for a buyer's default in a transaction, not to exceed the paragraph 6(a) fee.

90 **7. COOPERATION AND COMPENSATION WITH OTHER BROKERS:** **Broker's** office policy is to cooperate with all other
91* brokers except when not in **Seller's** best interest: and to offer compensation in the amount of _____% of the
92* purchase price or \$ _____ to **Buyer's** agents, who represent the interest of the buyers, and not the interest of **Seller**
93* in a transaction; and to offer compensation in the amount of _____% of the purchase price or \$ _____
94* to a broker who has no brokerage relationship with the **Buyer** or **Seller**; and to offer compensation in the amount of
95* _____% of the purchase price or \$ _____ to Transaction brokers for the **Buyer**; None of the above (if this is
96 checked, the Property cannot be placed in the MLS.)

97 **8. BROKERAGE RELATIONSHIP:** **TRANSACTION BROKER NOTICE**

98* As a transaction broker, _____ and its associates, provides to you a limited
99 form of representation that includes the following duties:

- 100 **1.** Dealing honestly and fairly;
 - 101 **2.** Accounting for all funds;
 - 102 **3.** Using skill, care, and diligence in the transaction;
 - 103 **4.** Disclosing all known facts that materially affect the value of residential real property and are not readily observable to the buyer;
 - 104 **5.** Presenting all offers and counteroffers in a timely manner, unless a party has previously directed the licensee otherwise
105 in writing;
 - 106 **6.** Limited confidentiality, unless waived in writing by a party. This limited confidentiality will prevent disclosure that the seller will
107 accept a price less than the asking or listed price, that the buyer will pay a price greater than the price submitted in a written
108 offer, of the motivation of any party for selling or buying property, that a seller or buyer will agree to financing terms other than
109 those offered, or of any other information requested by a party to remain confidential; and
 - 110 **7.** Any additional duties that are entered into by this or by separate written agreement.
- 111 Limited representation means that a buyer or seller is not responsible for the acts of the licensee. Additionally, parties are
112 giving up their rights to the undivided loyalty of the licensee. This aspect of limited representation allows a licensee to
113 facilitate a real estate transaction by assisting both the buyer and the seller, but a licensee will not work to represent one
114 party to the detriment of the other party when acting as a transaction broker to both parties.

115* _____
116 **Date** **Signature** **Signature**

117* **Seller** (____) (____) and **Broker/Sales Associate** (____) (____) acknowledge receipt of a copy of this page, which is Page 2 of 3 Pages.

118 **9. CONDITIONAL TERMINATION:** At **Seller's** request, **Broker** may agree to conditionally terminate this Agreement. If
119 **Broker** agrees to conditional termination, **Seller** must sign a withdrawal agreement, reimburse **Broker** for all direct expenses
120* incurred in marketing the Property and pay a cancellation fee of \$ _____ plus applicable sales tax. **Broker** may
121 void the conditional termination and **Seller** will pay the fee stated in paragraph 6(a) less the cancellation fee if **Seller** transfers
122 or contracts to transfer the Property or any interest in the Property during the time period from the date of conditional
123 termination to Termination Date and Protection Period, if applicable.

124 **10. DISPUTE RESOLUTION:** This Agreement will be construed under Florida law. All controversies, claims and other matters in
125 question between the parties arising out of or relating to this Agreement or the breach thereof will be settled by first attempting
126 mediation under the rules of the American Arbitration Association or other mediator agreed upon by the parties. If litigation arises out
127 of this Agreement, the prevailing party will be entitled to recover reasonable attorney's fees and costs, unless the parties agree that
128* disputes will be settled by arbitration as follows: **Arbitration:** By initialing in the space provided, **Seller** (____) (____), Listing
129* Associate (____) and Listing Broker (____) agree that disputes not resolved by mediation will be settled by neutral binding
130 arbitration in the county in which the Property is located in accordance with the rules of the American Arbitration Association or other
131 arbitrator agreed upon by the parties. Each party to any arbitration or litigation (including appeals and interpleaders) will pay its own
132 fees, costs and expenses, including attorney's fees, and will equally split the arbitrators' fees and administrative fees of arbitration.

133 **11. MISCELLANEOUS:** This Agreement is binding on **Broker's** and **Seller's** heirs, personal representatives, administrators,
134 successors and assigns. **Broker** may assign this Agreement to another listing office. Signatures, initials and modifications
135 communicated by facsimile will be considered as originals. The term "buyer" as used in this Agreement includes buyers,
136 tenants, exchangors, optionees and other categories of potential or actual transferees.

137* **12. ADDITIONAL TERMS:** _____
138* _____
139* _____
140* _____
141* _____
142* _____
143* _____
144* _____
145* _____
146* _____
147* _____
148* _____
149* _____
150* _____
151* _____
152* _____
153* _____
154* _____

155* Date: _____ **Seller's Signature:** _____ Tax ID No: ____ - ____ - _____

156* Telephone #'s: Home _____ Work _____ Cell _____ Fax: _____

157* Address: _____ E-mail: _____

158* Date: _____ **Seller's Signature:** _____ Tax ID No: ____ - ____ - _____

159* Telephone #'s: Home _____ Work _____ Cell _____ Fax: _____

160* Address: _____ E-mail: _____

161* Date: _____ **Authorized Listing Associate or Broker:** _____

162* Brokerage Firm Name: _____ Telephone: _____

163* Address: _____

164*

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| Copy returned to Customer on the ____ day of _____, ____ by: <input type="checkbox"/> personal delivery <input type="checkbox"/> mail <input type="checkbox"/> E-mail <input type="checkbox"/> facsimile. |
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165* **Seller** (____) (____) and **Broker/Sales Associate** (____) (____) acknowledge receipt of a copy of this page, which is Page 3 of 3 Pages.