

Exclusive Right of Sale Listing Agreement



1 This Exclusive Right of Sale Listing Agreement ("Agreement") is between
2* STEVEN POYNTER LAUREN POYNTER ("Seller")
3* and YHSGR - COLDWELL REAL ESTATE SERVICES ("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* March 13, 2024 and terminating at 11:59 p.m. on March 13, 2025 ("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: 8533 E SANDPIPER DR, INVERNESS FL 34450
14 PID: 20E-19S-27-0100-000A0-007.0

15* Legal Description: CITY/MUNI/TWP: WITHLACOOCHEE RIVER BASIN SUBD: INVERNESS GOLF & COUNTRY CLUB
16* SEC/TWN/RNG/MER-SEC 27 TWN 19S RNG 20E INVERNESS GOLF & CTRY CLUB [] See Attachment

17* (b) Personal Property, including appliances: REFRIGERATOR, RANGE, DISHWASHER, washer, dryer
18* MICROWAVE, Freezer (laundry) [] See Attachment

19 (c) Occupancy:
20* Property [] is [X] 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: \$ 329,000

23* (b) Financing Terms: [X] Cash [X] Conventional [X] VA [X] 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 in accordance with
40 this Agreement until a sales 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 enter the Property into the MLS within one (1) business day of marketing the Property to the public
44 (see Paragraph 6(a)) or as necessary to comply with local MLS rule(s). This listing will be published accordingly in
45 the MLS unless Seller directs Broker otherwise in writing. (See paragraph 6(b)(i)). Seller authorizes Broker to
46 report to the MLS this listing information and price, terms, and financing information on any resulting sale for use
47 by authorized Board / Association members and MLS participants and subscribers unless Seller directs Broker
48 otherwise in writing.

- 49 **6. Broker Authority: Seller authorizes Broker to:**
50 (a) Market the Property to the Public (unless limited in Paragraph 6(b)(i) below):
51 (i) Public marketing includes, but is not limited to, flyers, yard signs, digital marketing on public facing
52 websites, brokerage website displays (i.e. IDX or VOW), email blasts, multi-brokerage listing sharing
53 networks and applications available to the general public.
54 (ii) Public marketing also includes marketing the Property to real estate agents outside Broker's
55 office.
56 (iii) Place appropriate transaction signs on the Property, except if Paragraph 6(b)(i) is checked below.
57 (iv) Use Seller's name in connection with marketing or advertising the Property.
58* Display the Property on the Internet except the street address.
59 (b) Not Publicly Market to the Public/Seller Opt-Out:
60* (i.) Seller does not authorize Broker to display the Property on the MLS.
61 (ii.) Seller understands and acknowledges that if Seller checks option 6(b)(i), a For Sale will not be placed
62 upon the Property and
63 (iii.) Seller understands and acknowledges that if Seller checks option 6(b)(i), Broker will be limited to
64 marketing the Property only to agents within Broker's office.
65 _____ / _____ Initials of Seller
66 (c) Obtain information relating to the present mortgage(s) on the Property.
67 (d) Provide objective comparative market analysis information to potential buyers.
68* (e) (Check if applicable) Use a lock box system to show and access the Property. A lock box does not
69 ensure the Property's security. Seller is advised to secure or remove valuables. Seller agrees that the lock
70 box is for Seller's benefit and releases Broker, persons working through Broker, and Broker's local Realtor
71 Board / Association from all liability and responsibility in connection with any damage or loss that occurs.
72* Withhold verbal offers. Withhold all offers once Seller accepts a sales contract for the Property.
73 (f) Act as a transaction broker.
74 (g) Virtual Office Websites: Some real estate brokerages offer real estate brokerage services online. These
75 websites are referred to as Virtual Office Websites ("VOWs"). An automated estimate of market value or
76 reviews and comments about a property may be displayed in conjunction with a property on some VOWs.
77 Anyone who registers on a VOW may gain access to such automated valuations or comments and reviews
78 about any property displayed on a VOW. Unless limited below, a VOW may display automated valuations or
79 comments and reviews about this Property.
80* Seller does not authorize an automated estimate of the market value of the listing (or a hyperlink to such
81 estimate) to be displayed in immediate conjunction with the listing of this Property.
82* Seller does not authorize third parties to write comments or reviews about the listing of the Property (or
83 display a hyperlink to such comments or reviews) in immediate conjunction with the listing of this Property.
- 84 **7. Seller Obligations: In consideration of Broker's obligations, Seller agrees to:**
85 (a) Cooperate with Broker in carrying out the purpose of this Agreement, including referring immediately to
86 Broker all inquiries regarding the Property's transfer, whether by purchase or any other means of transfer.
87 (b) Recognize Broker may be subject to additional MLS obligations and potential penalties for failure to comply
88 with them.
89 (c) Provide Broker with keys to the Property and make the Property available for Broker to show during
90 reasonable times.
91 (d) Inform Broker before leasing, mortgaging, or otherwise encumbering the Property.
92 (e) Indemnify Broker and hold Broker harmless from losses, damages, costs, and expenses of any nature,
93 including attorney's fees, and from liability to any person, that Broker incurs because of (1) Seller's
94 negligence, representations, misrepresentations, actions, or inactions; (2) the use of a lock box; (3) the
95 existence of undisclosed material facts about the Property; or (4) a court or arbitration decision that a broker
96 who was not compensated in connection with a transaction is entitled to compensation from Broker. This
97 clause will survive Broker's performance and the transfer of title.
98 (f) Perform any act reasonably necessary to comply with FIRPTA (Section 1445 of the Internal Revenue Code).
99 (g) Make all legally required disclosures, including all facts that materially affect the Property's value and are not
100 readily observable or known by the buyer. Seller certifies and represents that Seller knows of no such
101 material facts (local government building code violations, unobservable defects, etc.) other than the following:
102* _____
103 Seller will immediately inform Broker of any material facts that arise after signing this Agreement.
104 (h) Consult appropriate professionals for related legal, tax, property condition, environmental, foreign reporting
105 requirements, and other specialized advice.

- 106 **8. Compensation:** Seller will compensate Broker as specified below for procuring a buyer who is ready, willing,
 107 and able to purchase the Property or any interest in the Property on the terms of this Agreement or on any other
 108 terms acceptable to Seller. Seller will pay Broker as follows (plus applicable sales tax):
 109* (a) 7.6% of the total purchase price plus \$ 995.00 OR \$ _____, no
 110 later than the date of closing specified in the sales contract. However, closing is not a prerequisite for Broker's
 111 fee being earned.
 112* (b) _____ (\$ or %) of the consideration paid for an option, at the time an option is created. If the option is
 113 exercised, Seller will pay Broker the Paragraph 8(a) fee, less the amount Broker received under this
 114 subparagraph.
 115* (c) _____ (\$ or %) of gross lease value as a leasing fee, on the date Seller enters into a lease or
 116 agreement to lease, whichever is earlier. This fee is not due if the Property is or becomes the subject of a
 117 contract granting an exclusive right to lease the Property.
 118 (d) Broker's fee is due in the following circumstances: (1) If any interest in the Property is transferred, whether by
 119 sale, lease, exchange, governmental action, bankruptcy, or any other means of transfer, regardless of whether
 120 the buyer is secured by Seller, Broker, or any other person. (2) If Seller refuses or fails to sign an offer at the
 121 price and terms stated in this Agreement, defaults on an executed sales contract, or agrees with a buyer to
 122* cancel an executed sales contract. (3) If, within _____ days after Termination Date ("Protection Period"),
 123 Seller transfers or contracts to transfer the Property or any interest in the Property to any prospects with whom
 124 Seller, Broker, or any real estate licensee communicated regarding the Property before Termination Date.
 125 However, no fee will be due Broker if the Property is relisted after Termination Date and sold through another
 126 broker.
 127* (e) **Retained Deposits:** As consideration for Broker's services, Broker is entitled to receive _____% (50% if
 128 left blank) of all deposits that Seller retains as liquidated damages for a buyer's default in a transaction, not to
 129 exceed the Paragraph 8(a) fee.
- 130 **9. Cooperation with and Compensation to Other Brokers: Notice to Seller:** The buyer's broker, even if
 131 compensated by Seller or Broker, may represent the interests of the buyer. Broker's office policy is to cooperate
 132 with all other brokers except when not in Seller's best interest and to offer compensation in the amount of
 133* TBD % of the purchase price or \$ _____ to a single agent for the buyer; TBD % of the
 134* purchase price or \$ _____ to a transaction broker for the buyer; and TBD % of the purchase
 135* price or \$ _____ to a broker who has no brokerage relationship with the buyer.
 136* None of the above. (If this is checked, the Property cannot be placed in the MLS.)
- 137 **10. Brokerage Relationship:** Broker will act as a transaction broker. Broker will deal honestly and fairly; will account
 138 for all funds; will use skill, care, and diligence in the transaction; will disclose all known facts that materially affect
 139 the value of the residential property which are not readily observable to the buyer; will present all offers and
 140 counteroffers in a timely manner unless directed otherwise in writing; and will have limited confidentiality with
 141 Seller unless waived in writing.
- 142 **11. Conditional Termination:** At Seller's request, Broker may agree to conditionally terminate this Agreement. If
 143 Broker agrees to conditional termination, Seller must sign a withdrawal agreement, reimburse Broker for all direct
 144* expenses incurred in marketing the Property, and pay a cancellation fee of \$ _____ plus
 145 applicable sales tax. Broker may void the conditional termination, and Seller will pay the fee stated in Paragraph
 146 8(a) less the cancellation fee if Seller transfers or contracts to transfer the Property or any interest in the Property
 147 during the time period from the date of conditional termination to Termination Date and Protection Period, if
 148 applicable.
- 149 **12. Dispute Resolution:** This Agreement will be construed under Florida law. All controversies, claims, and other
 150 matters in question between the parties arising out of or relating to this Agreement or the breach thereof will be
 151 settled by first attempting mediation under the rules of the American Arbitration Association or other mediator
 152 agreed upon by the parties. If litigation arises out of this Agreement, the prevailing party will be entitled to recover
 153 reasonable attorney's fees and costs, unless the parties agree that disputes will be settled by arbitration as follows:
 154* **Arbitration:** By initialing in the space provided, Seller (SP JP), Sales Associate OR, and Broker (____)
 155 agree that disputes not resolved by mediation will be settled by neutral binding arbitration in the county in which the
 156 Property is located in accordance with the rules of the American Arbitration Association or other arbitrator agreed
 157 upon by the parties. Each party to any arbitration (or litigation to enforce the arbitration provision of this Agreement
 158 or an arbitration award) will pay its own fees, costs, and expenses, including attorney's fees, and will equally split
 159 the arbitrator's fees and administrative fees of arbitration.
- 160 **13. Miscellaneous:** This Agreement is binding on Seller's and Broker's heirs, personal representatives,
 161 administrators, successors, and assigns. Broker may assign this Agreement to another listing office. This

162 Agreement is the entire agreement between Seller and Broker. No prior or present agreements or representations
163 will be binding on Seller or Broker unless included in this Agreement. Electronic signatures are acceptable and
164 will be binding. Signatures, initials, and modifications communicated by facsimile will be considered as originals.
165 The term "buyer" as used in this Agreement includes buyers, tenants, exchangors, optionees, and other categories
166 of potential or actual transferees.

167* 14. Additional Terms: Seller and Listing agent agree to not put the home in the MLS for up to 14 days from listing
168 effective date to allow for photography and other inner office activities. Scott may market the home in any way he
169 sees fit, prior to the ending of the 14 days, in order to procure a buyer.

170 _____
171 _____
172 _____
173 _____
174 _____
175 _____
176 _____
177 _____
178 _____
179 _____

180* Seller's Signature: Steve Poynter Date: 3/14/2024

181* Home Telephone: _____ Work Telephone: _____ Facsimile: _____

182* Address: _____

183* Email Address: _____

184* Seller's Signature: Lauren Poynter Date: 3/14/2024

185* Home Telephone: _____ Work Telephone: _____ Facsimile: _____

186* Address: _____

187* Email Address: _____

188* Authorized Sales Associate or Broker: _____ Date: 3/14/2024

189* Brokerage Firm Name: YHSGR - COLDWELL REAL ESTATE SERVICES Telephone: 352-209-0000

190* Address: 223 SW BROADWAY STREET, OCALA, FL 34471

191* Copy returned to Seller on Mar 13, 2024 by email facsimile mail personal delivery.

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