

WB-4 RESIDENTIAL CONDOMINIUM LISTING CONTRACT - EXCLUSIVE RIGHT TO SELL

1 SELLER GIVES THE FIRM THE EXCLUSIVE RIGHT TO SELL THE PROPERTY ON THE FOLLOWING TERMS:

2 ■ **PROPERTY DESCRIPTION:** The street address of the Unit is: _____
3 _____ in the _____ of _____, County of
4 _____, Wisconsin, particularly described as Unit: _____ (Building _____) of
5 _____ Condominium; Seller's interest in the common elements
6 appurtenant to the Unit, together with and subject to the rights, interests, obligations and limitations as set forth in the
7 declaration and condominium plat (and all amendments to them) creating the Condominium, which altogether constitute
8 the Property. Insert additional description, if any, at lines 379-409 or attach as an addendum per lines 410-411.

9 ■ **INCLUDED IN LIST PRICE:** Seller is including in the list price the Property, Seller's interests in any common surplus
10 and reserves of the Condominium allocated to the Property, Fixtures not excluded on lines 13-15, and the following
11 items: _____
12 _____.

13 ■ **NOT INCLUDED IN LIST PRICE:** _____
14 _____
15 _____.

16 **CAUTION: Identify Fixtures to be excluded by Seller or which are rented and will continue to be owned by the**
17 **lessor. (See lines 306-319).**

18 ■ **LIST PRICE:** _____ Dollars (\$ _____).

19 ■ **LIMITED COMMON ELEMENTS:** The limited common elements assigned to the Unit include: _____
20 _____ See condominium declaration for complete list.

21 ■ **STORAGE:** A storage unit (is) (is not) **STRIKE ONE** included in the List Price; storage unit number: _____.

22 ■ **PARKING:** The parking is _____
23 _____ The parking fee is \$ _____.

24 ■ **ASSOCIATION FEE:** The association fee for the Property is \$ _____ per _____.

25 ■ **RIGHT OF FIRST REFUSAL:** The condominium association (does) (does not) **STRIKE ONE** have a right of first refusal
26 on the Property.

27 **MARKETING** Seller authorizes and the Firm and its agents agree to use reasonable efforts to market the Property.
28 Seller agrees that the Firm and its agents may market Seller's personal property identified on lines 11-12 during the
29 term of this Listing. The marketing may include: _____
30 _____.

31 The Firm and its agents may advertise the following concessions, incentives, or special financing offered by Seller:
32 _____
33 _____
34 _____, which are in addition to and separate from Compensation to Others. See lines 40-45.

35 **NOTE: Concessions offered in the multiple listing service cannot be limited to or conditioned on the retention**
36 **of or payment to a cooperating firm, buyer's firm or other buyer's representative.**

37 Seller has a duty to cooperate with the marketing efforts of the Firm and its agents. See lines 202-222 regarding the
38 Firm's role as marketing agent and Seller's duty to notify the Firm of any potential buyer known to Seller. Seller agrees
39 that the Firm and its agents may market other properties during the term of this Listing.

40 **COMPENSATION TO OTHERS** The Firm has disclosed and Seller approves offers of compensation to cooperating firms
41 working with buyers such as subagents and buyer's firms: _____
42 _____.

43 (Exceptions if any): _____.

44 **There is no standard market commission rate. Commissions and types of service may vary by firm.**

45 **Commissions are not set by law and are fully negotiable.**

46 **COMMISSION** Seller and the Firm agree the Firm's commission shall be _____
47 _____.

- 48 ■ **EARNED:** Seller shall pay the Firm's commission, which shall be earned, if, during the term of this Listing:
- 49 1) Seller sells or accepts an offer which creates an enforceable contract for the sale of all or any part of the Property;
 - 50 2) Seller grants an option to purchase all or any part of the Property which is subsequently exercised;
 - 51 3) Seller exchanges or enters into a binding exchange agreement on all or any part of the Property;
 - 52 4) A transaction occurs which causes an effective change in ownership or control of all or any part of the Property; or
 - 53 5) A ready, willing and able buyer submits a bona fide written offer to Seller or the Firm for the Property, at, or above
 - 54 6) the list price and on substantially the same terms set forth in this Listing and the current WB-14 Residential
 - 55 Condominium Offer to Purchase, even if Seller does not accept the buyer's offer. A buyer is ready, willing and able
 - 56 when the buyer submitting the written offer has the ability to complete the buyer's obligations under the written offer.

57 The Firm's commission shall be earned if, during the term of the Listing, one seller of the Property sells, conveys,
58 exchanges or options, as described above, an interest in all or any part of the Property to another owner, except by
59 divorce judgment.

60 ■ **DUE AND PAYABLE:** Once earned, the Firm's commission is due and payable in full at the earlier of closing or the date
61 set for closing, even if the transaction does not close, unless otherwise agreed in writing.

62 ■ **CALCULATION:** A percentage commission shall be calculated based on the following, if earned above:

- 63 • Under 1) or 2) the total consideration between the parties in the transaction.
- 64 • Under 3) or 4) the list price if the entire Property is involved.
- 65 • Under 3) if the exchange involves less than the entire Property or under 4) if the effective change in ownership or
66 control involves less than the entire Property, the fair market value of the portion of the Property exchanged or for
67 which there was an effective change in ownership or control.
- 68 • Under 5) the total offered purchase price.

69 **NOTE: If a commission is earned for a portion of the Property it does not terminate the Listing as to any**
70 **remaining Property.**

71 **BUYER FINANCIAL CAPABILITY** The Firm and its agents are not responsible under Wisconsin statutes or regulations to
72 qualify a buyer's financial capability. If Seller wishes to confirm a buyer's financial capability, Seller may negotiate inclusion of
73 a contingency for financing, proof of funds, qualification from a lender, sale of buyer's property, or other confirmation in any
74 offer to purchase or contract.

75 **DISPUTE RESOLUTION** The Parties understand that if there is a dispute about this Listing or an alleged breach, and
76 the Parties cannot resolve the dispute by mutual agreement, the Parties may consider alternative dispute resolution
77 instead of judicial resolution in court. Alternative dispute resolution may include mediation and binding arbitration.
78 Should the Parties desire to submit any potential dispute to alternative dispute resolution, it is recommended that the
79 Parties add such in Additional Provisions or in an Addendum.

80 **NOTE: Wis. Stat. § 452.142 places a time limit on the commencement of legal actions arising out of this Listing.**

81 **DISCLOSURE TO CLIENTS**

82 Under Wisconsin law, a brokerage firm (hereinafter firm) and its brokers and salespersons (hereinafter agents) owe
83 certain duties to all parties to a transaction:

- 84 (a) The duty to provide brokerage services to you fairly and honestly.
- 85 (b) The duty to exercise reasonable skill and care in providing brokerage services to you.
- 86 (c) The duty to provide you with accurate information about market conditions within a reasonable time if you request it,
87 unless disclosure of the information is prohibited by law.
- 88 (d) The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the
89 information is prohibited by law. (See lines 320-323.)
- 90 (e) The duty to protect your confidentiality. Unless the law requires it, the firm and its agents will not disclose your
91 confidential information or the confidential information of other parties. (See lines 148-163.)
- 92 (f) The duty to safeguard trust funds and other property the firm or its agents holds.
- 93 (g) The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the
94 advantages and disadvantages of the proposals.

95 **BECAUSE YOU HAVE ENTERED INTO AN AGENCY AGREEMENT WITH A FIRM, YOU ARE THE FIRM'S CLIENT.**

96 **A FIRM OWES ADDITIONAL DUTIES TO YOU AS A CLIENT OF THE FIRM:**

- 97 (a) The firm or one of its agents will provide, at your request, information and advice on real estate matters that affect
98 your transaction, unless you release the firm from this duty.
- 99 (b) The firm or one of its agents must provide you with all material facts affecting the transaction, not just Adverse
100 Facts.
- 101 (c) The firm and its agents will fulfill the firm's obligations under the agency agreement and fulfill your lawful requests
102 that are within the scope of the agency agreement.
- 103 (d) The firm and its agents will negotiate for you, unless you release them from this duty.
- 104 (e) The firm and its agents will not place their interests ahead of your interests. The firm and its agents will not, unless
105 required by law, give information or advice to other parties who are not the firm's clients, if giving the information or
106 advice is contrary to your interests.

107 If you become involved in a transaction in which another party is also the firm's client (a "multiple representation
108 relationship"), different duties may apply.

109 **MULTIPLE REPRESENTATION RELATIONSHIPS AND DESIGNATED AGENCY**

110 ■ A multiple representation relationship exists if a firm has an agency agreement with more than one client who is a
111 party in the same transaction. If you and the firm's other clients in the transaction consent, the firm may provide services
112 through designated agency, which is one type of multiple representation relationship.

113 ■ Designated agency means that different agents with the firm will negotiate on behalf of you and the other client or
114 clients in the transaction, and the firm's duties to you as a client will remain the same. Each agent will provide
115 information, opinions, and advice to the client for whom the agent is negotiating, to assist the client in the negotiations.

116 Each client will be able to receive information, opinions, and advice that will assist the client, even if the information,

117 opinions, or advice gives the client advantages in the negotiations over the firm's other clients. An agent will not reveal
118 any of your confidential information to another party unless required to do so by law.

119 ■ If a designated agency relationship is not authorized by you or other clients in the transaction you may still authorize
120 or reject a different type of multiple representation relationship in which the firm may provide brokerage services to more
121 than one client in a transaction but neither the firm nor any of its agents may assist any client with information, opinions,
122 and advice which may favor the interests of one client over any other client. Under this neutral approach, the same
123 agent may represent more than one client in a transaction.

124 ■ If you do not consent to a multiple representation relationship the firm will not be allowed to provide brokerage
125 services to more than one client in the transaction.

126 **CHECK ONLY ONE OF THE THREE BELOW:**

127 The same firm may represent me and the other party as long as the same agent is not representing us both
128 (multiple representation relationship with designated agency).

129 The same firm may represent me and the other party, but the firm must remain neutral regardless if one or
130 more different agents are involved (multiple representation relationship without designated agency).

131 The same firm cannot represent both me and the other party in the same transaction (I reject multiple
132 representation relationships).

133 **NOTE: All clients who are parties to this agency agreement consent to the selection checked above. You may**
134 **modify this selection by written notice to the firm at any time. Your firm is required to disclose to you in your**
135 **agency agreement the commission or fees that you may owe to your firm. If you have any questions about the**
136 **commission or fees that you may owe based upon the type of agency relationship you select with your firm,**
137 **you should ask your firm before signing the agency agreement.**

138 **SUBAGENCY**

139 Your firm may, with your authorization in the agency agreement, engage other firms (subagent firms) to assist your firm by
140 providing brokerage services for your benefit. A subagent firm and the agents associated with the subagent firm will not put
141 their own interests ahead of your interests. A subagent firm will not, unless required by law, provide advice or opinions to
142 other parties if doing so is contrary to your interests.

143 **PLEASE REVIEW THIS INFORMATION CAREFULLY. An agent can answer your questions about brokerage**
144 **services, but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax**
145 **advisor, or home inspector.**

146 This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a plain language
147 summary of the duties owed to you under section 452.133 (2) of the Wisconsin statutes.

148 ■ **CONFIDENTIALITY NOTICE TO CLIENTS:** The Firm and its agents will keep confidential any information given to
149 the Firm and its agents in confidence, or any information obtained by the Firm and its agents that a reasonable person
150 would want to be kept confidential, unless the information must be disclosed by law or you authorize the Firm to
151 disclose particular information. The Firm and its agents shall continue to keep the information confidential after the Firm
152 is no longer providing brokerage services to you.

153 The following information is required to be disclosed by law:

154 1) Material Adverse Facts, as defined in section 452.01 (5g) of the Wisconsin statutes (lines 320-323).

155 2) Any facts known by the Firm and its agents that contradict any information included in a written inspection report on
156 the property or real estate that is the subject of the transaction.

157 To ensure that the Firm and its agents are aware of what specific information you consider confidential, you may list that
158 information below (see lines 160-161). At a later time, you may also provide the Firm with other information you
159 consider to be confidential.

160 **CONFIDENTIAL INFORMATION:** _____

161 _____

162 **NON-CONFIDENTIAL INFORMATION** (The following may be disclosed by the Firm and its agents): _____

163 _____

164 **COOPERATION, ACCESS TO PROPERTY OR OFFER PRESENTATION** The parties agree that the Firm and its
165 agents will work and cooperate with other firms and agents in marketing the Property, including firms acting as
166 subagents (other firms engaged by the Firm - see lines 138-142) and firms representing buyers. Cooperation includes
167 providing access to the Property for showing purposes and presenting offers and other proposals from these firms to
168 Seller. Note any firms with whom the Firm shall not cooperate, any firms or agents or buyers who shall not be allowed to
169 attend showings, and the specific terms of offers which should not be submitted to Seller: _____

170 _____

171 **CAUTION: Limiting the Firm's cooperation with other firms may reduce the marketability of the Property.**

172 **EXCLUSIONS** All persons who may acquire an interest in the Property who are Protected Buyers under a prior listing
173 contract are excluded from this Listing to the extent of the prior firm's legal rights, unless otherwise agreed to in writing.
174 Within seven days of the date of this Listing, Seller agrees to deliver to the Firm a written list of all such Protected
175 Buyers.

176 **NOTE: If Seller fails to timely deliver this list to the Firm, Seller may be liable to the Firm for damages and costs.**

177 The following other buyers _____ are excluded from this Listing until _____ [INSERT DATE].

178 _____
179 These other buyers are no longer excluded from this Listing after the specified date unless, on or before the specified
180 date, Seller has either accepted an offer from the buyer or sold the Property to the buyer.

181 **EXTENSION OF LISTING** The Listing term is extended for a period of one year as to any Protected Buyer. Upon
182 receipt of a written request from Seller or a firm that has listed the Property, the Firm agrees to promptly deliver to Seller
183 a written list of those buyers known by the Firm and its agents to whom the extension period applies. Should this Listing
184 be terminated by Seller prior to the expiration of the term stated in this Listing, this Listing shall be extended for
185 Protected Buyers, on the same terms, for one year after the Listing is terminated (lines 186-194).

186 **TERMINATION OF LISTING** Neither Seller nor the Firm has the legal right to unilaterally terminate this Listing absent
187 a material breach of contract by the other party. Seller understands that the parties to the Listing are Seller and the
188 Firm. Agents for the Firm do not have the authority to enter into a mutual agreement to terminate the Listing, amend the
189 commission amount or shorten the term of this Listing, without the written consent of the agent(s)' supervising broker.
190 Seller and the Firm agree that any termination of this Listing by either party before the date stated on line 413 shall be
191 effective by the Seller only if stated in writing and delivered to the Firm in accordance with lines 356-378 and effective
192 by the Firm only if stated in writing by the supervising broker and delivered to Seller in accordance with lines 356-378.

193 **CAUTION: Early termination of this Listing may be a breach of contract, causing the terminating party to**
194 **potentially be liable for damages.**

195 **FAIR HOUSING** Seller and the Firm and its agents agree that they will not discriminate against any prospective
196 buyer on account of race, color, sex, sexual orientation as defined in Wisconsin Statutes, Section 111.32(13m),
197 disability, religion, national origin, marital status, lawful source of income, age, ancestry, family status, status
198 as a victim of domestic abuse, sexual assault, or stalking, or in any other unlawful manner.

199 **OCCUPANCY** Unless otherwise provided, Seller agrees to give buyer occupancy of the Unit and any limited common
200 elements at time of closing and to have the Unit in broom swept condition and free of all debris and personal property
201 except for personal property belonging to current tenants, sold to the buyer or left with the buyer's consent.

202 **SELLER COOPERATION WITH MARKETING EFFORTS** Seller agrees to cooperate with the Firm in the Firm's
203 marketing efforts and to provide the Firm with all records, documents and other material in Seller's possession or control
204 which are required in connection with the sale, including, but not limited to, copies of the condominium association's
205 condominium disclosure materials as described in lines 223-260. In addition, the Buyer may also request the following:

- 206 1) the condominium association's financial statements for the last two years,
- 207 2) the minutes of the last 3 unit owner's meetings,
- 208 3) the minutes of condominium board meetings during the 12 months prior to acceptance,
- 209 4) information about contemplated or pending condominium special assessments,
- 210 5) the association's certificate of insurance,
- 211 6) a statement from the association indicating the balance of reserve accounts controlled by the association,
- 212 7) a statement from the association of the amount of any unpaid assessments on the unit (per Wis. Stat. § 703.165),
- 213 8) any common element inspection reports (e.g. roof, swimming pool, elevator and parking garage inspections, etc.),
- 214 9) any pending litigation involving the association,
- 215 10) the declaration, bylaws, budget and/or most recent financial statement of any master association,
- 216 or additional association the unit may be part of, and
- 217 11) other documents related to the condominium.

218 Seller authorizes the Firm to do those acts reasonably necessary to effect a sale and Seller agrees to cooperate fully
219 with these efforts which may include use of a multiple listing service, Internet advertising or a lockbox system at the
220 Property. Seller shall promptly refer all persons making inquiries concerning the Property to the Firm and notify the Firm
221 in writing of any potential buyers with whom Seller negotiates or who view the Property with Seller during the term of
222 this Listing.

223 **CONDOMINIUM DISCLOSURE MATERIALS** Seller agrees to provide buyers with complete, current and accurate
224 copies of the condominium disclosure materials required by Wis. Stat. § 703.33. Seller is required to provide buyers with
225 the condominium disclosure materials within 10 days of acceptance of the offer, but no later than 15 days prior to
226 closing. Seller is responsible, at Seller's expense (see Wis. Stat. § 703.20(2)), to obtain all required condominium
227 disclosure materials (see lines 232-260 below) and condominium documents which may be requested by a buyer in the
228 terms of an offer, (see lines 206-217 above) and to obtain and promptly provide the buyer with any amendments or
229 updates to the condominium disclosure materials arising before closing.

230 The condominium disclosure materials required by statute include a copy of the following and any amendments to any
231 of these (except as limited for small condominiums per Wis. Stat. § 703.365):

- 232 a) proposed or existing declaration, bylaws and any rules or regulations, and an index of the contents,

- 233 b) proposed or existing articles of incorporation of the association, if it is or is to be incorporated,
234 c) proposed or existing management contract, employment contract or other contract affecting the use, maintenance
235 or access of all or part of the condominium,
236 d) projected annual operating budget for the condominium including reasonable details concerning the estimated
237 monthly payments by the purchaser for assessments and other monthly charges,
238 e) leases to which unit owners or the association will be a party,
239 f) general description of any contemplated expansion of condominium including each stage of expansion and the
240 maximum number of units that can be added to the condominium,
241 g) unit floor plan showing location of common elements and other facilities available to unit owners,
242 h) the executive summary.

243 If the condominium was an occupied structure prior to the recording of the condominium declaration, it is a "conversion
244 condominium," and the "condominium disclosure materials" for a conversion condominium with five or more units also
245 include:

- 246 1) a declarant's statement based on an independent engineer's or architect's report describing the present condition of
247 structural, mechanical and electrical installations;
248 2) a statement of the useful life of the items covered in 1), unless a statement that no representations are being made
249 is provided, and
250 3) a list of notices of uncured code or other municipal violations, including an estimate of the costs of curing the
251 violations.

252 A buyer may, at any time within 5 business days following receipt of all of the condominium disclosure materials
253 required by statute, rescind an offer by delivering written notice without stating any reason and without any liability on
254 his or her part. If condominium disclosure materials provided to a buyer are incomplete, the buyer may, within 5
255 business days of the buyer's receipt of the incomplete materials, either rescind the offer or request any missing
256 documents. Seller has 5 business days following receipt of a buyer's request for missing documents to deliver the
257 requested documents. A buyer may rescind the sale within 5 business days of the earlier of the buyer's receipt of
258 requested missing documents or the deadline for Seller's delivery of the documents [Wis. Stat. § 703.33(4)(b)]. A buyer
259 also has a 5-business day right to rescind after delivery of an amendment to any of the disclosure materials required
260 by statute if the amendment materially affects the rights of the buyer. [Wis. Stat. § 703.33(3m) & (4)(a)].

261 **LEASED PROPERTY** If Property is currently leased and lease(s) will extend beyond closing, Seller shall assign Seller's
262 rights under the lease(s) and transfer all security deposits and prepaid rents (subject to agreed upon proration) thereunder
263 to buyer at closing. Seller acknowledges that Seller remains liable under the lease(s) unless released by tenant(s).
264 **CAUTION: Seller should consider obtaining an indemnification agreement from buyer for liabilities under the**
265 **lease(s) unless released by tenants.**

266 **REAL ESTATE CONDITION REPORT** Seller agrees to complete the real estate condition report provided by the Firm
267 to the best of Seller's knowledge. Seller agrees to amend the report should Seller learn of any Defect(s) after
268 completion of the report but before acceptance of a buyer's offer to purchase. Seller authorizes the Firm and its agents
269 to distribute the report to all interested parties and agents inquiring about the Property. Seller acknowledges that the
270 Firm and its agents have a duty to disclose all Material Adverse Facts as required by law. Wis. Stat. § 709.03 provides
271 that when the Property is a condominium unit, the property to which the real estate condition report applies is the
272 condominium unit, the common elements of the condominium and any limited common elements that may be used only
273 by the owner of the condominium unit being transferred. Wis. Stat. § 709.02(2) requires that Seller also furnish a
274 condominium addendum to the Real Estate Condition Report and a copy of the executive summary along with the Real
275 Estate Condition Report. Note: Small condominiums may not all be required to have an executive summary per Wis.
276 Stat. § 703.365 (1) (b) and (8).

277 **SELLER REPRESENTATIONS REGARDING DEFECTS** Seller represents to the Firm that as of the date of this Listing,
278 Seller has no notice or knowledge of any Defects affecting the Property other than those noted on the real estate condition
279 report.

280 **WARNING: IF SELLER REPRESENTATIONS ARE INCORRECT OR INCOMPLETE, SELLER MAY BE LIABLE FOR**
281 **DAMAGES AND COSTS.**

282 **OPEN HOUSE AND SHOWING RESPONSIBILITIES** Seller is aware that there is a potential risk of injury, damage
283 and/or theft involving persons attending an "individual showing" or an "open house." Seller accepts responsibility for
284 preparing the Property to minimize the likelihood of injury, damage and/or loss of personal property. Seller agrees to
285 hold the Firm and its agents harmless for any losses or liability resulting from personal injury, property damage, or theft
286 occurring during "individual showings" or "open houses" other than those caused by the negligence or intentional
287 wrongdoing of the Firm and its agents. Seller acknowledges that individual showings and open houses may be
288 conducted by licensees other than agents of the Firm, that appraisers and inspectors may conduct appraisals and
289 inspections without being accompanied by agents of the Firm or other licensees, and that buyers or licensees may be
290 present at all inspections and testing and may photograph or videotape Property unless otherwise provided for in
291 additional provisions at lines 379-409 or in an addendum per lines 410-411.

292 **DEFINITIONS** As used in this Listing the following definitions apply:

293 ■ **ADVERSE FACT:** An "Adverse Fact" means any of the following:

294 (a) A condition or occurrence that is generally recognized by a competent licensee as doing any of the following:

- 295 1) Significantly and adversely affecting the value of the Property;
- 296 2) Significantly reducing the structural integrity of improvements to real estate; or
- 297 3) Presenting a significant health risk to occupants of the Property.

298 (b) Information that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations
299 under a contract or agreement made concerning the transaction.

300 ■ **DEADLINES – DAYS:** Deadlines expressed as a number of "days" from an event are calculated by excluding the day the
301 event occurred and by counting subsequent calendar days.

302 ■ **DEFECT:** "Defect" means a condition that would have a significant adverse effect on the value of the Property; that
303 would significantly impair the health or safety of future occupants of the Property; or that if not repaired, removed or
304 replaced would significantly shorten or adversely affect the expected normal life of the premises.

305 ■ **FIRM:** "Firm" means a licensed sole proprietor broker or a licensed broker business entity.

306 ■ **FIXTURES:** A "fixture" is an item of property which is physically attached to or so closely associated with land or
307 buildings so as to be treated as part of the real estate, including, without limitation, physically attached items not easily
308 removable without damage to the premises, items specifically adapted to the premises, and items customarily treated
309 as fixtures, including, but not limited to, all: garden bulbs; plants; shrubs and trees; screen and storm doors and
310 windows; electric lighting fixtures; window shades; curtain and traverse rods; blinds and shutters; central heating and
311 cooling units and attached equipment; water heaters, water softeners and treatment systems; sump pumps; attached or
312 fitted floor coverings; awnings; attached antennas and satellite dishes, audio/visual wall mounting brackets (but not the
313 audio/visual equipment), garage door openers and remote controls; installed security systems; central vacuum systems
314 and accessories; in-ground sprinkler systems and component parts; built-in appliances; ceiling fans; fences in-ground
315 pet containment systems (but not the collars); storage buildings on permanent foundations and docks/piers on
316 permanent foundations.

317 **CAUTION: Exclude any Fixtures to be retained by Seller or which are rented (e.g., water softener or other water
318 treatment systems, home entertainment and satellite dish components, L.P. tanks, etc.) on lines 13-15 and in
319 the offer to purchase.**

320 ■ **MATERIAL ADVERSE FACT:** A "material adverse fact" means an adverse fact that a party indicates is of such
321 significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable
322 party, that it affects or would affect the party's decision to enter into a contract or agreement concerning a transaction or
323 affects or would affect the party's decision about the terms of such a contract or agreement.

324 ■ **PERSON ACTING ON BEHALF OF BUYER:** "Person Acting on Behalf of Buyer" shall mean any person joined in interest
325 with buyer, or otherwise acting on behalf of buyer, including but not limited to buyer's immediate family, agents, employees,
326 directors, managers, members, officers, owners, partners, incorporators and organizers, as well as any and all corporations,
327 partnerships, limited liability companies, trusts or other entities created or controlled by, affiliated with or owned by buyer, in
328 whole or in part whether created before or after expiration of this Listing.

329 ■ **PROPERTY:** Unless otherwise stated, "Property" means all property included in the list price as described on lines 2-8.

330 ■ **PROTECTED BUYER:** Means a buyer who personally, or through any Person Acting on Behalf of Buyer, during the term of
331 this Listing:

- 332 1) Delivers to Seller or the Firm or its agents a written offer to purchase, exchange or option on the Property;
- 333 2) Views the Property with Seller or negotiates directly with Seller by communicating with Seller regarding any potential
334 terms upon which the buyer might acquire an interest in the Property; or
- 335 3) Attends an individual showing of the Property or communicates with agents of the Firm or cooperating firms regarding
336 any potential terms upon which the buyer might acquire an interest in the Property, but only if the Firm or its agents
337 deliver the buyer's name to Seller, in writing, no later than three days after the earlier of expiration or termination (lines
338 183-191) of the Listing. The requirement in 3), to deliver the buyer's name to Seller in writing, may be fulfilled as follows:
339 a) If the Listing is effective only as to certain individuals who are identified in the Listing, by the identification of the
340 individuals in the Listing; or,
341 b) If a buyer has requested that the buyer's identity remain confidential, by delivery of a written notice identifying the firm
342 or agents with whom the buyer negotiated and the date(s) of any individual showings or other negotiations.

343 A Protected Buyer also includes any Person Acting on Behalf of Buyer joined in interest with or otherwise acting on behalf of
344 a Protected Buyer, who acquires an interest in the Property during the extension of listing period as noted on lines 181-185.

345 **EARNEST MONEY** If the Firm holds trust funds in connection with the transaction, they shall be retained by the Firm in the
346 Firm's trust account. The Firm may refuse to hold earnest money or other trust funds. Should the Firm hold the earnest money,
347 the Firm shall hold and disburse earnest money funds in accordance with Wis. Stat. Ch. 452 and Wis. Admin. Code Ch. REEB
348 18. If the transaction fails to close and the Seller requests and receives the earnest money as the total liquidated damages,
349 then upon disbursement to Seller, the earnest money shall be paid first to reimburse the Firm for cash advances made by the
350 Firm on behalf of Seller and one half of the balance, but not in excess of the agreed commission, shall be paid to the Firm as
351 full commission in connection with said purchase transaction and the balance shall belong to Seller. This payment to the Firm
352 shall not terminate this Listing.

353 **NOTICE ABOUT SEX OFFENDER REGISTRY** You may obtain information about the sex offender registry and
354 persons registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at
355 <http://www.doc.wi.gov> or by telephone at (608)240-5830.

356 **DELIVERY OF DOCUMENTS AND WRITTEN NOTICES** Unless otherwise stated in this Listing, delivery of
357 documents and written notices to a Party shall be effective only when accomplished by one of the methods specified at
358 lines 359-378.

359 (1) Personal Delivery: giving the document or written notice personally to the Party, or the Party's recipient for delivery
360 if named at line 361 or 362.

361 Seller's recipient for delivery (optional): _____

362 Firm's recipient for delivery (optional): _____

363 (2) Fax: fax transmission of the document or written notice to the following telephone number:

364 Seller: (_____) _____ Firm: (_____) _____

365 (3) Commercial Delivery: depositing the document or written notice fees prepaid or charged to an account with a
366 commercial delivery service, addressed either to the Party, or to the Party's recipient for delivery if named at line 361 or
367 362, for delivery to the Party's delivery address at line 371 or 372.

368 (4) U.S. Mail: depositing the document or written notice postage prepaid in the U.S. Mail, addressed either to the
369 Party, or to the Party's recipient for delivery if named at line 361 or 362 for delivery to the Party's delivery address at line
370 371 or 372.

371 Delivery address for Seller: _____

372 Delivery address for Firm: _____

373 (5) Email: electronically transmitting the document or written notice to the Party's email address, if given below at
374 line 377 or 378. If this is a consumer transaction where the property being purchased or the sale proceeds are used
375 primarily for personal, family or household purposes, each consumer providing an email address below has first
376 consented electronically as required by federal law.

377 Email address for Seller: _____

378 Email address for Firm: _____

379 **ADDITIONAL PROVISIONS** _____

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410 **ADDENDA** The attached addenda _____

411 _____ is/are made part of this Listing.

412 **TERM OF THE CONTRACT** From the _____ day of _____, _____, up
413 to the earlier of midnight of the _____ day of _____, _____, or the conveyance
414 of the entire Property.

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WIRE FRAUD WARNING! Wire Fraud is a real and serious risk. Never trust wiring instructions sent via email. Funds wired to a fraudulent account are often impossible to recover.

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Criminals are hacking emails and sending fake wiring instructions by impersonating a real estate agent, Firm, lender, title company, attorney or other source connected to your transaction. These communications are convincing and professional in appearance but are created to steal your money. The fake wiring instructions may even be mistakenly forwarded to you by a legitimate source.

422
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DO NOT initiate ANY wire transfer until you confirm wiring instructions IN PERSON or by YOU calling a verified number of the entity involved in the transfer of funds. Never use contact information provided by any suspicious communication.

425
426

Real estate agents and Firms ARE NOT responsible for the transmission, forwarding, or verification of any wiring or money transfer instructions.

427 **BY SIGNING BELOW, SELLER ACKNOWLEDGES RECEIPT OF A COPY OF THIS LISTING CONTRACT AND**
428 **THAT HE/SHE HAS READ ALL 8 PAGES AS WELL AS ANY ADDENDA AND ANY OTHER DOCUMENTS**
429 **INCORPORATED INTO THE LISTING.**

430 (x) _____
431 Seller's Signature ▲ _____ Print Name Here ▲ _____ Date ▲ _____

432 (x) _____
433 Seller's Signature ▲ _____ Print Name Here ▲ _____ Date ▲ _____

434 (x) _____
435 Seller's Signature ▲ _____ Print Name Here ▲ _____ Date ▲ _____

436 (x) _____
437 Seller's Signature ▲ _____ Print Name Here ▲ _____ Date ▲ _____

438 _____
439 Seller Entity Name (if any) ▲ _____

440 (x) _____
441 Authorized Signature ▲ _____ Date ▲ _____
442 Print Name & Title ► _____

443 _____
444 Firm Name ▲ _____

445 (x) _____
446 Agent's Signature ▲ Print Name ► _____ Date ▲ _____