

1362364
List Price 216,000

Address 139 W Yaphank Road Coram NY 11727

**LISTING AGREEMENT FOR REAL PROPERTY
EXCLUSIVE RIGHT TO SELL**

Commission Rates for the Sale, Lease or Management of Property Shall be Negotiated between the BROKER and the Owner
EMPLOYMENT

1. The BROKER agrees to act as a special limited agent for the Owner(s) for the sole purpose of finding a Purchaser and/or Tenant to buy and/or rent the property described in the PROPERTY DATA SECTION hereinafter called PDS at the price and conditions set in the PDS. The PDS is incorporated herein by reference.
2. The parties agree that the BROKER represents the owner as seller's agent and shall cooperate with other licensed real estate brokers who are Participants in the Multiple Listing Service of Long Island, Inc. (MLS/LI) (Cooperating Brokers). The owner acknowledges the BROKER must cooperate with agents who represent buyers. Such buyer's agents represent the interests of the prospective buyers only. In addition to cooperating with buyer's agents the owner authorizes the BROKER to work with seller's agents and/or broker's agents as indicated by the compensation offered in paragraph 6. The compensation to be paid to a cooperating broker representing a buyer should be inserted in paragraph 6 of this agreement.
3. The Owner(s) authorizes the BROKER to enter the information set forth in the PDS, and any photographs, images, graphics and video recordings of the owner's property whether taken by BROKER'S agent, supplied by owner or otherwise (listing content), into a listing content compilation owned by MLS/LI. The Owner understands and agrees that said compilation is exclusively owned by MLS/LI who alone possesses the right to publish said compilation in any media form it deems appropriate including the World Wide Web. MLS/LI may license, sell, lease and commercially utilize its compilation. Among other uses MLS/LI may license or sell the listing content to aggregators who will aggregate the listing content and resell the same. Such aggregated content shall not contain any personal information about the owner other than the owner's name. If any photograph, image, graphics or video recordings were created by the owner and are delivered to BROKER for use in the MLS/LI compilation by virtue of such delivery and the execution of this agreement the owner(s) hereby irrevocably assign and transfers to BROKER any and all copyright rights and other intellectual property rights in the foregoing.
4. BROKER agrees to use his experience and knowledge to determine the appropriate marketing plan for the property. The Owner(s) grants to the BROKER full discretion to determine an appropriate marketing plan for the property.
5. The owner shall not offer nor show their property for sale or rent to any prospective buyers or tenants but shall refer all such prospective buyers or tenants to the BROKER, nor shall the owner negotiate the sale or rental of the property with a buyer unless the BROKER participates in such negotiations.

COMPENSATION

6. A. The Owner(s) hereby agrees to pay the BROKER a total commission in the amount of _____ % of the selling price Or \$ _____ or in the case of a rental by separate agreement. Said commission shall be shared with Cooperating Brokers as follows:
If the Cooperating Broker is a Seller's Agent _____ % of the selling price Or \$ _____.
If the Cooperating Broker is a Broker's Agent _____ % of the selling price Or \$ _____.
If the Cooperating Broker is a Buyer's Agent _____ % of the selling price Or \$ _____.
B. Said total commission shall be earned and payable under any of the following conditions:
(a) if the BROKER or Cooperating Broker produces a buyer ready, willing and able to purchase the property on the terms and conditions set forth in the PDS;
(b) if through the BROKER'S or Cooperating Broker's efforts a buyer and the owner(s) reach an agreement upon all the essential terms of a transaction;
(c) if the property is sold or rented during the term of this Agreement whether or not the sale or rental is a result of the BROKER'S efforts and even if the property is sold as a result of the efforts of the Owner(s) or any other broker or agent not acting under this agreement;
(d) if the BROKER or Cooperating Broker is the procuring cause of a transaction.
7. The above compensation shall be paid to the BROKER in the event that the owner enters into a contract of sale to sell the property or actually sells the property within a period of _____ days after the termination of the agreement to any person (buyer) who has been shown the property during the term of this agreement. This paragraph shall not apply if the Owner(s) has in good faith relisted the property with another broker after the expiration of this Agreement and prior to the commencement of negotiations with such buyer.

GOOD FAITH

8. In the event the Owner(s) signs a binder/contract of sale during the term of this employment agreement, the parties agree that the expiration date set forth below shall be extended until the time that said contract of sale is fully performed or until such time as said contract fails to be performed either by its terms or because of the default of one of the parties. Nothing herein contained is intended to reduce the term of this Agreement.
9. The Owner(s) agrees at all times to act in good faith to assist the BROKER in the performance of the BROKER'S obligations and to fully cooperate with the BROKER in the BROKER'S efforts to find a buyer for the property and complete the transaction contemplated by this agreement.

RENTAL OF THE PROPERTY

10. Should the Owner(s) desire to rent the property or any portion thereof during the term of this agreement, the parties shall modify this agreement so as to specify the amount of the rent desired by the Owner(s); the terms of the rental; the amount of commission to be paid to the BROKER.
11. In the event the tenant purchases the real property described in the PDS during the term of the tenancy or during the occupancy of the tenant where such occupancy exceeds the original term, the Owner(s) agrees to pay the BROKER the total commission set forth in paragraph 6 hereof.

TERM OF AGREEMENT

12. This agreement shall commence on the date set forth below and shall terminate at midnight on _____.

MISCELLANEOUS PROVISIONS

13. Any notices required to be given under this agreement shall be in writing and may be given to the party by hand delivery of such notice, confirmed facsimile or by certified or ordinary mail.
14. ALL ORAL OR PRIOR AGREEMENTS BETWEEN THE PARTIES ARE HEREBY MERGED INTO THIS AGREEMENT AND THE PARTIES AGREE THAT THEIR RELATIONSHIP SHALL BE GOVERNED SOLELY BY THIS AGREEMENT AND NOT BY ANY OTHER PRIOR ORAL OR WRITTEN REPRESENTATIONS OR AGREEMENTS. The parties agree that no change, amendment, modification or termination of this agreement shall be binding on any party unless the same shall be in writing and signed by the parties hereto subsequent to the date of this agreement.
15. The Owner(s) understands and agrees that neither the Long Island Board of Realtors, Inc. nor the MLS/LI are parties to this agreement and that the BROKER is not an agent for either of said organizations and has no authority to make any representation, agreement or commitment with respect to either of said corporations other than those contained in the printed portions hereof.

ARBITRATION

16. Any dispute between the parties arising out of this agreement where the amount in dispute exceeds small claims court monetary jurisdiction shall be resolved by arbitration before one arbitrator. This paragraph shall not apply if all of the parties to such dispute are REALTORS. The arbitration shall be held in the county in which the real estate, which is the subject matter of this agreement, is located. The arbitration shall be governed by the rules of the National Arbitration and Mediation and judgment on the award rendered by the arbitrator may be entered in any court having jurisdiction thereof. Nothing herein contained is intended to deny any Party from applying to the Courts for injunctive relief such as is provided in CPLR 2701.

ESCROW AND RECOVERY OF FEES

17. If for any reason, the BROKER is not paid the compensation set forth herein on the due date or there is a dispute concerning the payment of all or part of said compensation, the Owner(s) shall deposit with the Long Island Board of Realtors, Inc. an amount equal to the compensation set forth herein or the disputed amount, as the case may be. If the Owner's attorney is holding money in an escrow account to which the Owner is entitled, or over which the Owner has control, the Owner shall direct the attorney and the attorney shall be required to make the deposit herein required to the extent of such monies. Absent a non-appealable court order to the contrary the attorney shall not release said deposit to any party. The said monies shall be held by the Long Island Board of Realtors, Inc. or other escrowee in escrow until the parties' rights to the escrow monies have been determined (i) by the written agreement of the parties, (ii) by an award of an arbitrator, (iii) by judgment or (iv) by some other process to which the parties agree in writing. In any action, proceeding or arbitration to enforce any provision of this Agreement, including but not limited to the above escrow provision, or for damages caused by default, the prevailing party shall be entitled to reasonable attorney's fees, costs and related expenses, such as expert witness fees, fees paid to investigators, fees paid to arbitrators, arbitrators' fees. Paragraphs 17 and 18 hereof shall be deemed to be incorporated into the terms of any contract of sale executed by the Owner(s) with a buyer or tenant procured by BROKER or a cooperating broker in their performance of this agreement.

INDEMNITY

18. In the event any claim or action is commenced against the BROKER or a cooperating broker as a result of the BROKER or cooperating broker obeying the lawful instructions of the Owner(s), then, and in such event, the Owner(s) hereby agrees to defend, indemnify and hold harmless the BROKER or cooperating broker in any such claim or action. Owner(s) shall have the right to select counsel in such event, subject to the approval of the BROKER and/or cooperating broker, which approval shall not be unreasonably withheld.
19. With respect to the provisions of this agreement relating to compensation, (Paragraph 6) escrow and recovery of fees, (paragraph 17) and indemnity (Paragraph 18) cooperating brokers shall be third party beneficiaries of this agreement.

PROPERTY CONDITION DISCLOSURE

20. The Seller is required by law to complete and sign a Property Condition Disclosure Statement and cause it, or a copy thereof, to be delivered to a buyer or buyer's agent prior to the signing by the buyer of a binding contract of sale.
21. A copy of the Property Condition disclosure Statement containing the signatures of both the buyer and the seller must be attached to the real estate purchase contract.
22. If prior to closing or possession by the buyer the seller acquires knowledge which renders materially inaccurate a Property Condition Disclosure Statement previously provided, the seller must deliver a revised Property Condition Disclosure Statement to the buyer as soon as practicable.
23. If the seller fails to so deliver a Property Condition Disclosure Statement, the buyer will be entitled to a credit in the amount of \$500 against the purchase price of the property upon the transfer of title.

EXPLANATIONS

24. An "EXCLUSIVE RIGHT TO SELL" listing means that if you, the Owner(s) of the property find a buyer for your house, or if another broker finds a buyer, you must pay the agreed commission to the present broker.
25. An "EXCLUSIVE AGENCY" listing means that if you, the Owner(s) of the property find a buyer, you will not have to pay a commission to the broker. However, if another broker finds a buyer, you will owe a commission to both the selling broker and your present broker.

EQUAL OPPORTUNITY IN HOUSING

26. The parties agree that the above listed property is to be marketed in compliance with all Federal, State, Municipal and Local Laws concerning discrimination in housing.

Wherever the word broker is capitalized (BROKER) in this agreement, it is intended to describe the real estate broker who is a party and signatory to this agreement and no other broker.

Owner Signature Anna Dorian Owner Signature Rafael Perez
Address 139 W Yaphank Rd Coram NY 11727 Email Address NA

Short Sale Addendum to Exclusive Listing Agreement

This addendum is incorporated into the Exclusive Listing Agreement ("Listing Agreement") between Anna Dulan ("Seller") and Premiere Realty (Broker) dated 11/12/19 regarding the property described as 139 W. Vesper Lane, Jordan ("Premises") and is to be considered part thereof. In the event this Addendum conflicts with the standard form section of the Listing Agreement, then this Addendum shall control.

1. **Acknowledgement of Short Sale:** Seller acknowledges that based upon information supplied to the Broker by the Seller, the Broker has advised the Seller of the following: (1) That the current fair market value of the property may be insufficient to discharge all debts and obligations secured by liens on the Premises as well as to pay brokers' fees, transfer taxes and other costs of sale. (2) That sale of the Premises is likely to require approval by one or more lienholders, and that a lienholder is not obligated to approve the terms of the sale unless paid in full.
2. **Broker Not Liable for Lender Decisions:** Lienholders are not within the Broker's control. Broker shall not be liable for any loss, damage or harm to the Seller resulting from; (a) Broker's communications with a lienholder, (b) a lienholder's rejection of the short sale terms; (c) failure of a lienholder to make a decision in a timely manner; or (d) imposition of terms or conditions by a lienholder.
3. **Alternatives to Short Sale:** Alternatives to a short sale may be available, including, but not limited to the following; (a) forbearance agreements or repayment plans with the Seller's lender(s) (b) loan modifications; (c) refinancing programs, either with the Seller's lender(s) or with other lenders; (d) bankruptcy; (e) voluntary deed in lieu of foreclosure.
4. **Seller's Right to Consult with Others:** Broker has further advised the Seller that the Seller is free to consult an attorney and/or tax advisor to discuss the possible credit and tax ramifications of a short sale and the alternatives to a short sale. Seller is aware that Broker can provide neither tax advice nor legal advice.
5. **Authorization to Disclose Short Sale Status:** Seller hereby authorizes the Broker in the Broker's absolute and sole discretion to identify the property as a potential short sale and/or short sale in marketing and promotional materials and in the listing of the Premises. Broker is further authorized to disclose to prospective buyers and their agents that the terms of the sale may be subject to third party approval and that the transaction is likely to be a short sale. Broker shall have no liability for any loss, damage or harm to the Seller from any such communication.
6. **Authorization to Contact Third Party or Parties Regarding Short Sale:** Seller hereby authorizes the Broker to communicate with Seller's lienholder(s) regarding the details of Seller's loan(s) and the possibility of the lienholder accepting less than the total amount owed in exchange for a release of the lien.
7. **Seller's Duties:** Seller hereby agrees to cooperate with the Broker's efforts to negotiate a reduced payoff amount by executing or providing any documentation required by the Seller's lienholder(s) in order to review or process the short sale. Such documentation may include, but, is not limited to the following; appraisal, copies of tax returns, W2 forms, 1099 forms, pay stubs, bank statements, statement of assets, medical statements, and documentation to establish a hardship. Seller agrees to respond to Broker's requests promptly, accurately, and fully. Broker shall not be responsible for an adverse decision (or the failure to make a decision in a timely manner) by a lienholder(s). Broker shall not be responsible to verify any information provided by Seller and Seller agrees to indemnify, defend and hold Broker harmless from all liability including attorney's fees and defense costs arising from incorrect or untruthful information provided by Seller.

Date: 11/12/19

Anna Dulan
Broker

Seller

Seller