



CALIFORNIA
ASSOCIATION
OF REALTORS®

RESIDENTIAL LISTING AGREEMENT
(Exclusive Authorization and Right to Sell)
(C.A.R. Form RLA, Revised 12/25)

COMPASS

Date Prepared: January 8, 2026

1. **EXCLUSIVE RIGHT TO SELL:** Marshall Richter ("Seller")
hereby employs and grants Compass ("Broker")
the exclusive and irrevocable right to sell or exchange the real property described as 1037 H Lane
situated in Big Bear City (City), San Bernardino (County), California, 92314 (Zip Code),
Assessor's Parcel No. 0315-181-46-0000 ("Property") for the Listing Period specified in **paragraph 2A(1)**.
2. **TERMS OF LISTING AGREEMENT:** The items in this paragraph are contractual terms of the Agreement. Referenced paragraphs provide further explanation. This form is 7 pages. Seller is advised to read all 7 pages.

	Para #	Paragraph Title or Contract Term	Terms and Conditions
A		Representation	
A(1)	4G	Listing Period (Maximum Length)	Beginning <u>01/08/2026</u> (date) Ending at 11:59 P.M. on <u>07/08/2026</u> (date) (Not to exceed 24 months if improved with one to four units and not owned by an entity. If Listing Period exceeds 24 months on a residential 1-4, this Agreement is void, unless Seller is a corporation, LLC, or partnership.)
A(2)		Listing Price	<u>Five Hundred Ninety-Nine Thousand, Nine Hundred Ninety-Five</u> Dollars (\$ <u>599,995.00</u>)
B		Property Specific Listings	<input type="checkbox"/> Manufactured (mobile) home (C.A.R. Form MHLA attached) <input type="checkbox"/> Probate, conservatorship, or guardianship (C.A.R. Form PLA attached)
C		Compensation: NOTICE: The amount or rate of real estate commissions is not fixed by law. They are set by each broker individually and may be negotiable between Seller and Broker. See attached Broker Compensation Advisory (C.A.R. Form BCA).	
C(1)	4B	Compensation to Seller's Broker (only Seller's side of transaction)	<u>2.000</u> % of the listing price AND, if any, _____; OR <input type="checkbox"/> \$ _____; OR <input type="checkbox"/> see attached Broker-created compensation schedule. (% above is based on purchase price if Seller and buyer sign a purchase agreement)
C(2)	4C	<input checked="" type="checkbox"/> Additional Compensation to Seller's Broker if buyer is unrepresented (Does NOT apply to dual agency)	<u>1.500</u> % of the purchase price AND, if any, _____; OR <input type="checkbox"/> \$ _____; OR <input type="checkbox"/> see attached Broker-created compensation schedule. (If Broker represents both buyer and Seller, buyer side compensation shall be specified in a separate written agreement between Broker and buyer.)
C(3)	4D(2)	Continuation of Right to Compensation for Broker Identified Prospective Buyers	The Continuation Period shall be <u>180</u> calendar days after the Listing Period or any extension ("Continuation Period").
C(4)	4F	Seller Obligation to Pay Previous Brokers	Previous Listing/Other broker(s): _____ Compensation to above broker(s) owed if Property transferred to: _____
C(5)		<input type="checkbox"/> Broker is paying a referral fee related to the representation of Seller. See attached C.A.R. Form RAD.	
D		Items Intended to be Included and Excluded	
D(1)	5A	Items Included	<input type="checkbox"/> _____; <input type="checkbox"/> _____;
D(2)	5A	Excluded Items	<input type="checkbox"/> _____; <input type="checkbox"/> _____;
D(3)	5B	Leased Items: <input type="checkbox"/> Propane Tank(s);	<input type="checkbox"/> Solar Power System(s); <input type="checkbox"/> Alarm System(s); <input type="checkbox"/> Water Softener; <input type="checkbox"/>
D(4)	5B	Liened Items: <input type="checkbox"/> Heating/Ventilation/Air conditioning	<input type="checkbox"/> Solar Power System(s); <input type="checkbox"/> Windows or Doors; <input type="checkbox"/> _____; <input type="checkbox"/>
D(5)	5C	(a) Smart Home Features Seller prefers to Include: _____ (b) Smart Home Features Seller prefers to Exclude: _____	
E		MLS and Public Marketing	
E(1)		Property will be marketed in the following MLS	Primary <u>CLAW</u> Other(s): _____ See C.A.R. Form MLSA.
E(2)	10	Publication of Seller willingness to consider concessions	If checked below: (i) Seller authorizes Broker to market that Seller is willing to consider offers asking for concessions; and (ii) no amount of the possible concession will be stated in such marketing unless Seller notifies Broker in writing of the amount. <input type="checkbox"/> In the MLS(s) listed above, if permitted by that MLS. <input type="checkbox"/> In any other marketing outside of the MLS
E(3)	12A	<input type="checkbox"/> Seller instructs Broker not to take or use photographs in marketing, except as required by MLS rules.	

