

Missouri REALTORS' Seller's Agency Listing Contract (Exclusive Right to Sell)

hereby representing to be all of the owners of t			hereby appoints <i>(Ir</i>	
the sole and exclusive agent with exclusive right	untry Land Pros LLC t to sell, to find a buye		owing property (the	("REALTOR®"), as e "Property"):
Badger Street & Cannon Ave	Cainsville	МО		Mercer
Street Address	City	₩Ο	Zip Code	County
☐ (check box if legal description attached. /		is provided	•	•
the following special terms (if any):	period beginning wit ether with any written cash, or for any other	h the Effe extension th price or ter	ctive Date and e hereof, the " <b>Listing</b> ms to which Owne	ending at 11:59 p.m. of <b>g Period</b> ") at the sale price er shall consent, and unde
Owner acknowledges that the efforts and ende through advertising, co-brokers or otherwise, sh will refer all inquiries and prospects Owner may possibility of confusion over agency relationship	all constitute good and receive during the Lis	d sufficient of sting Period,	consideration for th from any source, t	nis Listing Contract. Owner to REALTOR® to avoid the
If a ready, willing and able buyer is procured b during the Listing Period, then Owner shall pa <i>specific dollar amount</i> ) as compensation due R paid if the Property is exchanged, optioned, expiration of the Listing Period (the " <b>Protection</b>	y to REALTOR® EALTOR® for service sold, conveyed or	es rendered otherwise t	6 (in hereunder. Such o ransferred within	dicate % of sales price, or compensation shall also be <u>60</u> days after
Listing Period; provided Owner has received nexpiration of the Listing Period. It is understo Period shall constitute notice hereunder with obligated to pay such compensation if a new v another licensed real estate broker, the exchan Protection Period, and Owner pays the new list	otice in writing, includ ood and agreed that F respect to the prosp valid exclusive listing on nge, option, sale, con	ling the nan REALTOR® pects identificontract is enveyance, of	ne of the prospect 's presentation of ied thereon. How entered into during r transfer of the Pr	ive buyers, before or upon an offer during the Listing vever, Owner shall not be the Protection Period with roperty is made during the
n addition, Owner agrees to pay REALTOR®, an amount equal to \$ <u>N/A</u> compensation shall be due and payable to REA the Effective Date of this Listing Contra only if and on the same date that the oth	(insert dollar a LTOR® on (check wh act, regardless of whe	a <i>mount, or</i> <i>ichever app</i> ether or not	<i>"N/A" if not applic lies</i> ): a ready, willing a	able). This portion of the
Not applicable. <b>BROKER COOPERATION AND SHARED</b> REALTOR® or REALTOR®'s representatives elationships, as defined by Section 339.710 R such cooperation is authorized by REALTOR® nuthorized, whether by company policy or othe hat cooperating brokers may represent the inter-	to cooperate with ot SMo. (Insert shared 's company policy. In erwise. Note: Even if	her brokers compensati nsert "N/A" b	acting pursuant t ion amounts [or "zo below to indicate th	ero"] below to indicate that nat such cooperation is not
If REALTOR®'s company policy authorizes REALTOR® shall be as follows ( <i>indicate a spec</i> applicable cooperating brokerage relationship. differs as to brokers who are not participants a excludes particular brokers, whether or not parti	cific dollar amount, or Also specify if REAL in the Multiple Listing	the percent TOR®'s cor Service in	age of sale price, t npany policy regar which REALTOR®	hat will be offered for each ding shared compensation
N/A or $N/A$ % of sale price to sub N/A or $3$ % of sale price to buy N/A or $N/A$ % of sale price to transport of the price to the price to the price to transport of the price to the price to the price to the price to transport of the price to the price t	yer's agents; ( <i>i.e.</i> , limit nsaction brokers; ( <i>i.e</i> .,	ted agents r , neutral lice	epresenting prospe nsees representing	ective buyers); g neither party).
(check only if applicable) REALTOR®'s of limited (explain):	ffer of compensation			
DISCLOSURE AUTHORIZATIONS. Owner (ch Motivating Factors. X DOES DOES NO selling the Property:	T permit REALTOR®			-
Offers. DOES DOES DOES NOT permit REAL Terms. DOES DOES NOT permit REAL REALTOR® is permitted to disclose such term Association of REALTORS® Code of Ethics and Love Letters. DOES DOES NOT permit	_TOR® to disclose the ns as may be require d Standards of Practic t REALTOR® to accept	e terms of of d by the MI e ( <i>e.g.,</i> that pt or provide	ffers on the Proper LS, applicable brok the Property is "un to Owner any "Lo	ty; provided, however, that kerage law or the National der contract"). ve Letter" that is submitted
along with or as part of any offer to purchase the <b>CURRENT EXCLUSIVE REPRESENTATION</b> exclusive representation agreement with respect	AGREEMENT. Own	er (check o	ne) 🗌 IS 🛛 🔀 IS	NOT a party to any other

representation agreement, such agreement ends (*date*) 62

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# 1. Owner Disclosures.

#### 65 A. Property Data and Disclosure Statement. Owner acknowledges having read and approved the information 66 contained in the Property Data Form (if any) regarding the Property, and that REALTOR® is authorized to rely upon said 67 information in advertising and promoting the Property. Owner (check one) DOES 🔀 DOES NOT agree to complete and 68 deliver to REALTOR® a Disclosure Statement form. Owner authorizes REALTOR® to provide to prospects, inspectors, 69 appraisers and prospective lenders and insurance companies, any such Disclosure Statement and information contained in 70 any such Property Data Form. Owner represents that all information in the Disclosure Statement and Property Data Form (if 71 any) is (or when delivered will be) true and accurate to the best knowledge of Owner, and that Owner will fully and promptly 72 disclose in writing to REALTOR® any new information pertaining to the Property that is discovered by or made known to 73 Owner at any time prior to closing or settlement and constitutes an adverse material fact or would make any existing 74 information in the Disclosure Statement or Data Form false or materially misleading, and to sign such revised form(s) as may 75 be necessary. Owner further agrees to promptly furnish REALTOR® with all inspection reports (if any) regarding the Property, 76 and authorizes REALTOR® to disclose and provide such reports to prospects.

**GENERAL CONDITIONS** 

**B.** Notice of Intended Sale. Owner acknowledges that under § 429 RSMo., if Owner has contracted with anyone for the provision of work, labor or materials for the property, owner may be required to post and record a "notice of intended sale" at least 45 days before the earliest date on which the owner intends to close, in order to assure that the owner can deliver clear title at closing. If work, labor or materials have been provided, owner should seek advice to comply with this law.

# C. Lead-Based Paint Disclosure. (Check (1) or (2))

82 (1) Owner represents that the sale or lease of the above Property is exempt from the disclosure obligations under 42
 83 U.S.C. 4852d because (a) the Property is not residential real Property or (b) the Property was constructed in 1978 or later, or
 84 (c) other (*Describe*)

85 (2) The sale or lease of this Property is not exempt from the disclosure obligations under 42 U.S.C. 4852d.

86 See Lead-Based Paint Disclosure Form.

87 D. Representations. Owner represents that, except as may be noted on a Disclosure Statement, Property 88 Data Form or otherwise in writing: (1) Owner knows of no actual or proposed special subdivision, homeowner's association or condominium assessments; (2) Owner knows of no other adverse material facts which negatively affect the value of the 89 90 Property; and (3) to the best of Owner's knowledge, all of the mechanical elements of the Property and the appliances being 91 sold therewith are in proper working condition or will be restored as may be required pursuant to the terms of any sale or other 92 contract entered into by Owner affecting the Property and governed by this Listing Contract. These representations shall not 93 be construed to be a warranty of condition, but only of the knowledge and opinion of Owner. Owner agrees to fully inform and 94 advise REALTOR® if there is a likelihood that Owner's net sale proceeds will be insufficient to pay off at closing, all loans 95 secured by the Property plus any liens and closing costs. In such case, it may be necessary to attach MAR form MSC-1025 96 (Short Sale Supplement to Listing Contract).

97 Owner represents that Owner (check one) [] is X is not a "foreign person" as described in the Foreign Investment in Real 98 Property Tax Act ("FIRPTA"), 26 U.S.C. §1445. A "foreign person" is a nonresident alien individual, foreign corporation that has 99 not made an election to be treated as a domestic corporation, foreign partnership, trust or estate. It does not include a U.S. citizen or resident alien individual. If Owner is a foreign person as defined in FIRPTA, then (among other things) mandatory 100 101 withholding of funds from the sale proceeds may be required, unless an exception applies or Owner provides written 102 documentation from the IRS that withholding is not required prior to Closing. For more information on FIRPTA, see https://www.irs.gov/individuals/international-taxpayers/firpta-withholding. Due to the complexity and potential risks of FIRPTA, 103 104 Owner should seek legal and tax advice regarding compliance, particularly if an exception is claimed to apply or to be relied upon.

105 E. Indemnity. Owner agrees to hold REALTOR®, all cooperating brokers and their respective affiliated licensees 106 and employees harmless for any damages, actions, claims, demands, suits, losses or expenses (including reasonable 107 attorney's fees) arising out of any misrepresentation, nondisclosure or concealment by Owner in connection with the sale or 108 lease of the Property, including without limitation, the inaccuracy of information contained in any Property Data Form or 109 Disclosure Statement or otherwise provided or omitted by Owner. Owner agrees to thoroughly review all listing information prepared by REALTOR® and advise REALTOR® immediately in writing of any errors or omissions. Owner agrees that Owner 110 will personally assume all responsibility for any claims made by a buyer, tenant or other third party at any time with respect to 111 112 any omissions or errors contained in any information provided to REALTOR®. REALTOR® shall not be responsible in any 113 manner for any such errors or omissions.

Title/Survey. Owner shall furnish an abstract certified to date showing marketable title, a policy of title insurance, or
 evidence of insurability, and shall convey the Property if and when sold by a good and sufficient warranty deed as may be
 required pursuant to the terms of any sale or other contract affecting the Property and governed by this Listing Contract.
 Owner agrees to promptly furnish REALTOR® with a copy of any available survey report.

**3. Taxes and Assessments.** Owner shall pay in full all state, county and municipal taxes and assessments, general and special, which are a lien on the Property, except taxes for the calendar year in which the closing occurs, which shall be prorated as of the date of delivery of the deed. If the current amount of taxes cannot be then ascertained, proration may be computed on the amount of taxes for the preceding calendar year.

122 Earnest Money/Liquidated Damages. Owner authorizes REALTOR® to accept earnest money to be applied on the 123 sale price and to place the earnest money in an escrow account until closing, or as otherwise directed in any contract 124 accepted by Owner. Unless subsequently agreed to the contrary in a written agreement specifically mentioning and amending 125 this General Condition 4, in the event of nonperformance by a buyer under a contract, through no fault of REALTOR®, any 126 earnest money surrendered to Owner shall go first toward reimbursing expenses of Owner or REALTOR® incurred in connection with such contract and the balance to be paid one-half (1/2) to Owner and one-half (1/2) to REALTOR® in lieu of 127 128 further compensation; provided, however, REALTOR® shall in no event receive any more money in lieu of compensation than 129 the total amount agreed to herein as compensation for brokerage services.

130 5. MLS/Cooperation/Lock Boxes. Owner authorizes REALTOR®: (A) to file part or all of the information set forth in 131 this Listing Contract with the MLS for dissemination to other MLS participants in accordance with the rules of the MLS and any 132 agreements between REALTOR® and individual participants, and to provide such participants, the Association/Boards of 133 REALTORS®, their members, member prospects, appraisers and other professional users of real estate sales data, with 134 information, including the sale price and Property address, both prior to and after the closing of any sale of the Property; (B) to 135 cooperate with and offer compensation to other brokers acting pursuant to any brokerage relationship in accordance with 136 REALTOR®'s company policy as set forth herein; and (C) to place a lock box on the Property, which allows REALTOR® and 137 authorized cooperating brokers access to keys to the Property. Owner shall, without limitation, indemnify and hold harmless 138 REALTOR®, the Association/Boards of REALTORS®, the participants, lock box manufacturer and lock box distributor/service 139 center against and from any and all actions, suits, expenses, damages and liabilities, including attorney's fees, arising out of, 140 connected with or resulting from the use of a lock box. Owner shall not, however, indemnify or hold lock box users harmless 141 for claims arising out of the intentional or grossly negligent acts of the lock box users.

**6. Advertising.** Owner authorizes REALTOR® to take and use photographs and videotapes of the interior and exterior of the improvements located on the Property, to place a "For Sale" sign on the Property, to remove all other signs, and to otherwise advertise the Property in any manner deemed wise by REALTOR®, including but not limited to (unless specified otherwise) advertising on the Internet, virtual tours, web-sites, trade journals and any other medium, and communications via e-mail and facsimile.

147 7. Inspections/Access. Owner authorizes: (A) REALTOR®, cooperating brokers and their respective licensee(s) to 148 show the Property to prospects; and (B) the foregoing, plus such prospects and their lenders, appraisers and inspectors, to 149 make, or allow third parties to make, such inspections of the Property as are deemed necessary, including but not limited to 150 taking photographs or videotapes of the interior and exterior of the improvements located on the Property; upon reasonable 151 notice to Owner and at all reasonable times. Owner should remove any items of a personal nature that Owner does not want 152 to be photographed, recorded or transmitted (e.g., family photos, paperwork and other personally identifiable information). 153 Owner will arrange, at Owner's expense, to have all utilities turned on during any inspection and "walk-through" of the 154 Property. If the Property is vacant as of or prior to the time scheduled for closing of a sale contract, then the buyer under contract shall have the right to have the utilities transferred to said buyer within \_\_\_\_\_ \_ days (4 days if none stated) prior to 155 156 said closing. The opinions resulting from such inspections may be disclosed to interested parties. Owner agrees to remove or 157 secure and (if Owner so desires) insure all property and valuables (including but not limited to firearms, money, medicine and 158 jewelry), to assume the risk for any vandalism, theft or damage of any kind, and to maintain the Property in good repair 159 through the date of closing.

8. Recordings Within the Property. Owner understands recording, remote monitoring or transmitting audio or video of prospective purchasers or their representatives may result in a violation of State, Local and/or Federal laws. Owner hereby releases and indemnifies REALTOR®, it's agents and employees, from any liability which may result from Owner's recording, monitoring or transmitting of audio or video on the Property, and from any other person photographing, recording or transmitting any audio, images or video of the Property.

9. Warranty Program. Owner acknowledges the availability of home warranty protection plans, and agrees to

(check one): offer a warranty plan; not offer a warranty plan; consider at a later date. If Owner agrees to offer a warranty plan, a separate application defining the coverage of the program will be signed and REALTOR® may receive a fee from the warranty company to cover processing and administration of the plan.

10. Legal and Professional Advice. REALTOR® suggests Owner seek legal, tax and other professional advice relative to any real estate transaction. REALTOR® makes no representation or warranty respecting the advisability of any transaction, and is not an expert in matters relating to law, tax, financing, surveying, structural or mechanical condition, hazardous materials, engineering or other specialized topics. Owner is encouraged to seek expert help in such areas. REALTOR® will cooperate with experts selected and engaged by Owner, but REALTOR® shall have no liability pertaining to such matters.

174 **11. Default/Remedies.** If Owner shall breach this Listing Contract or it becomes necessary for REALTOR® to retain an 175 attorney to enforce any of the terms hereof, then without limiting any other right or remedy hereunder or otherwise available at 176 law or in equity, REALTOR® shall be entitled to recover all costs and expenses of litigation incurred, including but not limited 177 to court costs and reasonable attorney fees. The provisions of this Section shall survive the expiration or any earlier 178 termination of this Listing Contract.

## **12. Franchise Disclosure.** (*REALTOR*® to check box only if applicable).

180 REALTOR® is a member of a franchise and pursuant to the terms of its franchise agreement, the franchisor has no legal
 181 liability for the actions of REALTOR®, despite its use of franchisor's trade name or insignia.

182 **13. Equal Opportunity.** The Property shall be offered for sale without regard to race, color, religion, sex, handicap, 183 familial status, national origin, sexual orientation, or gender identity, and in accordance with all local, state, and federal fair 184 housing laws. REALTOR® will comply with Owner's instructions (as set forth on page 1 or subsequently in writing) with 185 respect to any "Love Letter", picture or photograph that accompanies or is made to be part of any offer received with respect to 186 the Property. REALTOR® advises that no "Love Letter" be presented to Owner, and that any "Love Letter" be returned to the 187 offeror (potential buyer), even if it cannot be separated from the offer. A "Love Letter" is a personal letter written by buyers, 188 often with photos attached, in the hopes that offer will "stand out". These letters can reveal information about a buyer (such as 189 the above protected classes) which should not be considered by Owner in choosing among competing offers. (See DSC-1010)

## 190 14. Owner Consent to Brokerage Relationships:

A. Seller Limited Agency as Starting Point; Effect of In-House Sales. Pursuant to this Listing Contract, REALTOR® will initially be acting in the capacity of Owner's limited agent, with the duties and obligations of a seller's limited agent under Missouri law as set forth following the parties' signatures below. However, Owner acknowledges that from time to time, a prospective buyer may engage REALTOR® to act in one of several possible capacities with respect to that buyer, depending on what brokerage relationships are permitted by REALTOR®'s company policy. The following subsections describe circumstances where Missouri law may permit or require a conversion of REALTOR®'s brokerage relationship with

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Owner to a different brokerage relationship. Complete each subsection. Disclosure of any conversion to a different brokerage
 relationship shall be made upon its occurrence as may be required by rule or regulation.

199 *The following is to be completed only if designated agency is permitted and authorized as of the Effective Date.* 200 REALTOR® hereby appoints the following affiliated licensee(s) as designated agent(s) to represent Owner to the exclusion of 201 all other affiliated licensees:

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By:

Date:

## 205 Designated Broker (or office manager/supervising broker)

**B.** Conversion to Dual Agency Where REALTOR® Is Engaged by Buyer to Act as Buyer's Agent. If a prospective buyer has engaged REALTOR® to act in the capacity of a buyer's agent, Missouri law permits REALTOR® to show the Property to and otherwise represent the buyer, as a dual agent representing both Owner and the buyer, with the written consent of all parties. In such case, REALTOR® may act as a dual agent with the duties and obligations of a dual agent under Missouri law as set forth following the parties' signatures below.

211 Does Owner consent to REALTOR® representing both Owner and a buyer as a dual agent? (*Check one of the following*):

212 Xes No Not applicable because dual agency is not offered by REALTOR®'s company policy.

213 **C.** Designated Agents for Owner and Buyer; Possible Conversion to Dual Agency or Transaction Brokerage. 214 Missouri law permits REALTOR® to appoint one or more licensees affiliated with REALTOR® as designated agent(s), to 215 represent Owner as limited agent(s), to the exclusion of all other affiliated licensees.

216 Does Owner consent to REALTOR®'s appointment of designated agent(s)? (Check one of the following):

217 See No Not applicable because designated agency is not offered by REALTOR®'s company policy.

An individual broker, designated broker or office manager/supervising broker affiliated with REALTOR® shall not be 218 219 considered to be a dual agent or transaction broker solely because such broker has appointed one or more affiliated 220 licensee(s) to represent Owner to the exclusion of all other affiliated licensees of REALTOR®, however, any licensee who 221 personally represents both Owner and the buyer in the same transaction shall be a dual agent or a transaction broker. 222 Further, if such broker supervises the licensees for both sides of a transaction, that broker will be a dual agent or a transaction 223 broker upon learning confidential information about either party to a transaction or upon being consulted by any licensee 224 involved in the transaction. Also, when the broker supervises the licensee representing or assisting one (1) side of the 225 transaction and personally represents or assists the other side, that broker will be a dual agent or a transaction broker. Any 226 such broker or licensee shall be required to comply with the provisions regarding dual agent or transaction brokers under 227 Missouri law as set forth following the parties' signatures below.

D. Conversion to Transaction Brokerage Where REALTOR® Is Engaged by Buyer to Act as Buyer's Agent or 228 229 Transaction Broker. If a prospective buyer has engaged REALTOR® to act in the capacity of buyer's agent or transaction 230 broker, Missouri law permits REALTOR® to show the Property to and otherwise assist the buyer, as a transaction broker 231 assisting both Owner and the buyer without an agency relationship to either of them, with the written consent of all parties. In 232 such case, REALTOR® may act as a transaction broker with the duties and obligations of a transaction broker under Missouri 233 law as set forth following the parties' signatures below. Note: If REALTOR® wishes to convert to transaction brokerage but 234 Owner does not consent to such conversion, then REALTOR® may without liability withdraw from representing Owner. Such 235 withdrawal shall not prejudice the ability of REALTOR® to continue to represent the other client in the transaction or limit 236 REALTOR® from representing Owner in another transaction not involving transaction brokerage.

237 Does Owner consent to REALTOR® assisting both Owner and a buyer as a transaction broker? (*Check one of the following*):

238 Yes No X Not applicable because transaction brokerage is not offered by REALTOR®'s company policy.

E. Designated Transaction Broker for Owner and Buyer. Missouri law permits REALTOR® to appoint one or
 more licensees affiliated with REALTOR® as designated transaction broker(s), to assist Owner without an agency relationship,
 to the exclusion of all other affiliated licensees.

242 Does Owner consent to REALTOR®'s appointment of designated transaction broker(s)? (Check one of the following):

243 Yes No X Not applicable because designated transaction brokerage is not offered by REALTOR®'s company policy.

Minimum Brokerage Services (§339.780.7 RSMo.). Owner acknowledges having read the applicable "Duties and Obligations" on the following pages of this form, and that pursuant to Missouri law, REALTOR®, through its designated broker and/or through one or more affiliated licensees, shall provide, at a minimum, the following services:
 Accept delivery of and present to Owner or customers offers and counteroffers to buy, sell, or lease Owner's

- Accept delivery of and present to Owner or customers offers and counteroffers to buy, sell, or lease Owner's Property;
- Assist Owner or customers in developing, communicating, negotiating, and presenting offers, counteroffers, and notices that relate to the offers and the counteroffers until a lease or purchase agreement is signed and all contingencies are satisfied or waived; and
- 252 3. Answer Owner or customer questions relating to the offers, counteroffers, notices, and contingencies.
  - 16. Licensee Personal Interest Disclosure. (complete only if applicable)
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- (insert name of licensee)
- is a real estate broker or salesperson, and is (*check one or more, as applicable*):
  □ a party to this transaction;
- 257 a principal of and/or has a direct or indirect ownership interest in Seller Buyer, and/or
- 258 ☐ an immediate family member of ☐ Seller ☐ Buyer. 259

260	17. Special Agreements	
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**18. Signatures**. This Listing Contract may be executed in multiple counterparts, each of which shall be deemed an original, but all of which shall constitute one and the same instrument. For purposes of executing this Listing Contract, a document signed and/or transmitted by any electronic form deemed valid in accordance with the Missouri Uniform Electronic Transactions Act, including but not limited to by facsimile machine, digital signature or a scanned image, such as a pdf via email, is to be treated as an original signature and document. At the request of any party, the others will confirm facsimile or scanned image signatures by signing an original instrument.

279 (Check Box only if applicable) By checking this box, Owner and REALTOR® expressly acknowledge and agree that changes to this Listing Contract may be made by the persons identified below via email sent to and from their respective email addresses set forth below.

282 19. Effective Date. The "Effective Date" shall be the date of final acceptance hereof, as indicated by the date adjacent to the signature of the last party to sign this Listing Contract or (*specify if otherwise*).

LISTING CONTRACT ACCEPTED

285 By signing below, Owner indicates that Owner has ACCEPTED this Listing Contract and acknowledges receipt of one (1) copy 286 hereof. Owner also confirms receipt of a Missouri Real Estate Commission Broker Disclosure Form on or before signing this Listing 287 Contract, or upon REALTOR®'s obtaining any personal or financial information, whichever occurred first.

288	United Country Land Pros LLC	Owner:
289	Insert Listing REALTOR®'s printed Firm Name	Print Name:
200		Email Addre
291	By: <u>Arthur Bryan Atkins</u>	Date:02/22
292	Name: IP: 96.36.107.133 Arthur Bryan Atkins Electronic Signature	Owner's Ad
293	Email Address: <u>aatkins25@yan00.com</u>	
294	Title: Salesperson	Owner:
295	Date: 02/21/2023	Print Name:
296		Email Addre
297		Date:
298 299	(If applicable, insert additional name, title and email address of Broker and/or Agent authorized to make changes by email)	Owner's Ad
300	Name: Jason Small	Owner:
301	Title: Broker	Print Name:
302	Email Address:jason_small@aol.com	Email Addre
303		Date:
304		Owner's Ad

Ryan & Alíne Schmídt			
Owner:			
	Ryan & Aline Schmidt		
Email Address:	Schmidt.trading.llc@gmail.com		
Date: <u>02/22/2023</u>	02/21/2023		
Owner's Address:			
Owner:			
Date:			
Owner's Address:			
Owner:			
Print Name:			
Email Address:			

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Approved by legal counsel for use exclusively by members of the Missouri REALTORS®, Columbia, Missouri. No warranty is made or implied as to the legal validity or adequacy of this Listing Contract, or that it complies in every respect with the law or that its use is appropriate for all situations. Local law, customs and practice, and differing circumstances in each transaction, may each dictate that amendments to this Listing Contract be made. Last Revised 3/29/21. ©2018 Missouri REALTORS®

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#### SELLER'S (OR LANDLORD'S) AGENT'S DUTIES AND OBLIGATIONS (§ 339.730, RSMo.)

**1.** A licensee representing a seller or landlord as a seller's agent or a landlord's agent shall be a limited agent with the following duties and obligations:

- (A) To perform the terms of the written agreement made with the client;
- (B) To exercise reasonable skill and care for the client;
- (C) To promote the interests of the client with the utmost good faith, loyalty, and fidelity, including:

(i) Seeking a price and terms which are acceptable to the client, except that the licensee shall not be obligated to seek additional offers to purchase the Property while the Property is subject to a contract for sale or to seek additional offers to lease the Property while the Property is subject to a lease or letter of intent to lease;

(ii) Presenting all written offers to and from the client in a timely manner regardless of whether the Property is subject to a contract for sale or lease or a letter of intent to lease;

(iii) Disclosing to the client all adverse material facts actually known or that should have been known by the licensee; and

(iv) Advising the client to obtain expert advice as to material matters about which the licensee knows but the specifics of which are beyond the expertise of the licensee.

(D) To account in a timely manner for all money and Property received;

(E) To comply with all requirements of sections 339.710 to 339.860, subsection 2 of section 339.100, and any rules and regulations promulgated pursuant to those sections; and

(F) To comply with any applicable federal, state, and local laws, rules, regulations, and ordinances, including fair housing and civil rights statutes and regulations.

2. A licensee acting as a seller's or landlord's agent shall not disclose any confidential information about the client unless disclosure is required by statute, rule or regulation or failure to disclose the information would constitute a misrepresentation or unless disclosure is necessary to defend the affiliated licensee against an action of wrongful conduct in an administrative or judicial proceeding or before a professional committee. No cause of action shall arise against a licensee acting as a seller's or landlord's agent for making any required or permitted disclosure.

3. A licensee acting as a seller's or landlord's agent owes no duty or obligation to a customer, except that a licensee shall disclose to any customer all adverse material facts actually known or that should have been known by the licensee. A seller's or landlord's agent owes no duty to conduct an independent inspection or discover any adverse material facts for the benefit of the customer and owes no duty to independently verify the accuracy or completeness of any statement made by the client or any independent inspector.

**4.** A seller's or landlord's agent may show alternative properties not owned by the client to prospective buyers or tenants and may list competing properties for sale or lease without breaching any duty or obligation to the client.

**5.** A seller or landlord may agree in writing with a seller's or landlord's agent that other designated brokers may be retained and compensated as subagents. Any designated broker acting as a subagent on the seller's or landlord's behalf shall be a limited agent with the obligations and responsibilities set forth in subsections 1 to 4 of this section.

#### DUAL AGENT'S DUTIES AND OBLIGATIONS (§ 339.750, RSMo.)

A dual agent shall be a limited agent for both the seller and buyer or the landlord and tenant and shall have the following duties and obligations:

**1.** Except as provided below, a dual agent may disclose any information to one client that the licensee gains from the other client if the information is material to the transaction unless it is confidential information as defined in section 339.710(8), R.S.Mo.

**2.** The following information shall not be disclosed by a dual agent without the consent of the client to whom the information pertains:

- (A) That a buyer or tenant is willing to pay more than the purchase price or lease rate offered for the Property;
- (B) That a seller or landlord is willing to accept less than the asking price or lease rate for the Property;
- (C) What the motivating factors are for any client buying, selling, or leasing the Property;
- (D) That a client will agree to financing terms other than those offered; and
- (E) The terms of any prior offers or counter offers made by any party.

**3.** A dual agent shall not disclose to one client any confidential information about the other client unless the disclosure is required by statute, rule or regulation or failure to disclose the information would constitute a misrepresentation or unless disclosure is necessary to defend the affiliated licensee against an action of wrongful conduct in an administrative or judicial proceeding or before a professional committee. No cause of action for any person shall arise against a dual agent for making any required or permitted disclosure. A dual agent does not terminate the dual agency relationship by making any required or permitted disclosure.

**4.** In a dual agency relationship there shall be no imputation of knowledge or information between the client and the dual agent or among persons within an entity engaged as a dual agent.

## TRANSACTION BROKER'S DUTIES AND OBLIGATIONS (§ 339.755, RSMo.)

**1.** A real estate licensee may provide real estate service to any party in a prospective transaction without an agency or fiduciary relationship to one or more parties to the transaction. Such licensee shall be called a transaction broker.

2. A transaction broker shall have the following duties and obligations:

(A) To perform the terms of any written or oral agreement made with any party to the transaction;

(B) To exercise reasonable skill, care and diligence as a transaction broker, including but not limited to:

(i) Presenting all written offers and counteroffers in a timely manner regardless of whether the Property is subject to a contract for sale or lease or a letter of intent unless otherwise provided in the agreement entered with the party;

(ii) Informing the parties regarding the transaction and suggesting that such parties obtain expert advice as to material matters about which the transaction broker knows but the specifics of which are beyond the expertise of such broker;

(iii) Accounting in a timely manner for all money and Property received;

(iv) To disclose to each party to the transaction any adverse material facts of which the licensee has actual notice or knowledge;

(v) Assisting the parties in complying with the terms and conditions of any contract;

(vi) The parties to a transaction brokerage transaction shall not be liable for any acts of the transaction broker.

**3.** The following information shall not be disclosed by a transaction broker without the informed consent of the party or parties disclosing such information to the broker;

(A) That a buyer or tenant is willing to pay more than the purchase price or lease rate offered for the Property;

(B) That a seller or landlord is willing to accept less than the asking price or lease rate for the Property;

(C) What the motivating factors are for any party buying, selling or leasing the Property;

(D) That a seller or buyer will agree to financing terms other than those offered;

(E) Any confidential information about the other party, unless disclosure of such information is required by law, statute, rules or regulations or failure to disclose such information would constitute fraud or dishonest dealing.

**4.** A transaction broker has no duty to conduct an independent inspection or investigation for adverse material facts for the parties.

5. A transaction broker has no duty to conduct an independent investigation of the buyer's financial condition.

6. A transaction broker may do the following without breaching any obligation or responsibility:

(A) Show alternative properties not owned by the seller or landlord to a prospective buyer or tenant;

(B) List competing properties for sale or lease;

(C) Show properties in which the buyer or tenant is interested to other prospective buyers or tenants;

(D) Serve as a single agent, subagent or designated agent or broker, limited agent, disclosed dual agent for the same or for different parties in other real estate transactions.

7. In a transaction broker relationship each party and the transaction broker, including all persons within an entity engaged as the transaction broker if the transaction broker is an entity, are considered to possess only actual knowledge and information. There is no imputation of knowledge or information by operation of law between any party and the transaction broker or between any party and any person within an entity engaged as the transaction broker if the transaction broker if the transaction broker is an entity.

**8.** A transaction broker may cooperate with other brokers and such cooperation does not establish an agency or subagency relationship.

**9.** Nothing in this section prohibits a transaction broker from acting as a single limited agent, dual agent or subagent whether on behalf of a buyer or seller, as long as the requirements governing disclosure of such fact are met.

**10.** Nothing in this section alters or eliminates the responsibility of a broker as set forth in this section for the conduct and actions of a licensee operating under the broker's license.

11. A transaction broker shall:

(A) Comply with all applicable requirements of sections 339.710 to 339.860, subsection 2 of section 339.010 and all rules and regulations promulgated pursuant to such sections; and

(B) Comply with any applicable federal, state and local laws, rules, regulations and ordinances, including fair housing and civil rights statutes and regulations.