

# Vacant Land Listing Agreement

1 This Exclusive Right of Sale Listing Agreement ("Agreement") is between

2\* \_\_\_\_\_ ("Seller")

3\* and \_\_\_\_\_ ("Broker").

4 **1. Authority to Sell Property:** Seller gives Broker the EXCLUSIVE RIGHT TO SELL the real and personal property  
5 (collectively "Property") described below, at the price and terms described below, beginning  
6\* \_\_\_\_\_ and terminating at 11:59 p.m. on \_\_\_\_\_ ("Termination Date"). Upon  
7 full execution of a contract for sale and purchase of the Property, all rights and obligations of this Agreement will  
8 automatically extend through the date of the actual closing of the sales contract. Seller and Broker acknowledge  
9 that this Agreement does not guarantee a sale. This Property will be offered to any person without regard to race,  
10 color, religion, sex, handicap, familial status, national origin, or any other factor protected by federal, state, or local  
11 law. Seller certifies and represents that she/he/it is legally entitled to convey the Property and all improvements.

12 **2. Description of Property:**

13\* **(a) Street Address:** \_\_\_\_\_

14  
15\* Legal Description: \_\_\_\_\_

16 \_\_\_\_\_  See Attachment \_\_\_\_\_

17 **(b) Personal Property**, including storage sheds, electrical (including pedestal), plumbing, septic systems, water  
18 tanks, pumps, solar systems/panels, irrigation systems, gates, domestic water systems, gate openers and  
19 controls, fencing, timers, mailbox, utility meters (including gas and water), windmills, cattle guards, existing  
20\* landscaping, trees, shrubs and lighting: \_\_\_\_\_

21\* \_\_\_\_\_  See Attachment \_\_\_\_\_

22 **(c) Occupancy:**

23\* Property  is  is not currently occupied by a tenant. If occupied, the lease term expires \_\_\_\_\_ .

24 **3. Price and Terms:** The property is offered for sale on the following terms or on other terms acceptable to Seller:

25\* **(a) Price:** \$ \_\_\_\_\_

26\* **(b) Financing Terms:**  Cash  Conventional  VA  FHA  USDA  Other (specify) \_\_\_\_\_

27\*  Seller Financing: Seller will hold a purchase money mortgage in the amount of \$ \_\_\_\_\_  
28\* with the following terms: \_\_\_\_\_

29\*  Assumption of Existing Mortgage: Buyer may assume existing mortgage for \$ \_\_\_\_\_ plus  
30\* an assumption fee of \$ \_\_\_\_\_. The mortgage is for a term of \_\_\_\_\_ years beginning in  
31\* \_\_\_\_\_, at an interest rate of \_\_\_\_\_ %  fixed  variable (describe) \_\_\_\_\_ .

32\* Lender approval of assumption  is required  is not required  unknown. **Notice to Seller:** You may  
33 remain liable for an assumed mortgage for a number of years after the Property is sold. Check with your  
34 lender to determine the extent of your liability. Seller will ensure that all mortgage payments and required  
35 escrow deposits are current at the time of closing and will convey the escrow deposit to the buyer at closing.

36 **(c) Seller Expenses:** Seller will pay mortgage discount or other closing costs not to exceed \_\_\_\_\_% of the  
37 purchase price and any other expenses Seller agrees to pay in connection with a transaction.

38 **4. Broker Obligations:** Broker agrees to make diligent and continued efforts to sell the Property until a sales  
39 contract is pending on the Property.

40 **5. Multiple Listing Service:** Placing the Property in a multiple listing service (the "MLS") is beneficial to Seller  
41 because the Property will be exposed to a large number of potential buyers. As a MLS participant, Broker is  
42 obligated to timely deliver this listing to the MLS. This listing will be promptly published in the MLS unless Seller  
43 directs Broker otherwise in writing. Seller authorizes Broker to report to the MLS this listing information and price,  
44 terms, and financing information on any resulting sale for use by authorized Board / Association members and  
45 MLS participants and subscribers unless Seller directs Broker otherwise in writing.

46 **6. Broker Authority:** Seller authorizes Broker to:

47 **(a)** Advertise the Property as Broker deems advisable including advertising the Property on the Internet unless  
48 limited in (6)(a)(i) or (6)(a)(ii) below.

49 **(Seller opt-out) (Check one if applicable)**

50\* **(i)**  Display the Property on the Internet except the street address.

51\* **(ii)**  Seller does not authorize Broker to display the Property on the Internet.

Seller (\_\_\_\_) (\_\_\_\_) and Broker/Sales Associate (\_\_\_\_) (\_\_\_\_) acknowledge receipt of a copy of this page, which is Page 1 of 4.

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52 **Seller** understands and acknowledges that if **Seller** selects option (ii), consumers who search for listings on  
53 the Internet will not see information about the listed Property in response to their search.

54\* \_\_\_\_\_ / \_\_\_\_\_ **Initials of Seller**

- 55 (b) Place appropriate transaction signs on the Property, including "For Sale" signs and "Sold" signs (once **Seller**  
56 signs a sales contract) and use **Seller's** name in connection with marketing or advertising the Property.
- 57 (c) Obtain information relating to the present mortgage(s) on the Property.
- 58 (d) Provide objective comparative market analysis information to potential buyers.
- 59\* (e) **(Check if applicable)**  Use a lock box system and/or gate code to show and access the Property. A lock  
60 box or gate does not ensure the Property's security. **Seller** is advised to secure or remove valuables. **Seller**  
61 agrees that the lock box or gate is for **Seller's** benefit and releases **Broker**, persons working through **Broker**,  
62 and **Broker's** local Realtor Board / Association from all liability and responsibility in connection with any  
63 damage or loss that occurs.  Withhold verbal offers.  Withhold all offers once **Seller** accepts a sales  
64 contract for the Property.
- 65\* (f) Act as a transaction broker unless a different relationship is or has been established in writing.
- 66 (g) **Virtual Office Websites:** Some real estate brokerages offer real estate brokerage services online. These  
67 websites are referred to as Virtual Office Websites ("VOWs"). An automated estimate of market value or  
68 reviews and comments about a property may be displayed in conjunction with a property on some VOWs.  
69 Anyone who registers on a VOW may gain access to such automated valuations or comments and reviews  
70 about any property displayed on a VOW. Unless limited below, a VOW may display automated valuations or  
71 comments and reviews about this Property.
- 72\*  **Seller** does not authorize an automated estimate of the market value of the listing (or hyperlink to such  
73 estimate) to be displayed in immediate conjunction with the listing of this Property.
- 74\*  **Seller** does not authorize third parties to write comments or reviews about the listing of the Property (or  
75 display a hyperlink to such comments or reviews) in immediate conjunction with the listing of this Property.

76 **7. Seller Obligations and Representations:** In consideration of **Broker's** obligations, **Seller** agrees to:

- 77 (a) Cooperate with **Broker** in carrying out the purpose of this Agreement, including referring immediately to  
78 **Broker** all inquiries regarding the Property's transfer, whether by purchase or any other means of transfer.
- 79 (b) Provide **Broker** accurate information about the Property of which **Seller** may be aware, including but not  
80 limited to utility availability, presence of or access to water supply, sewer or septic system, problems with  
81 drainage, grading or soil stability, environmental hazards, commercial or industrial nuisances (noise, odor,  
82 smoke, etc.), utility or other easements, shared driveways, encroachments from or on adjacent property,  
83 zoning, wetland, flood hazard, tenancies, cemetery/grave sites, abandoned well, underground storage tanks,  
84 presence of protected species, or nests of protected species.
- 85 (c) Provide **Broker** access to the Property and make the Property available for **Broker** to show during reasonable  
86 times.
- 87 (d) Inform **Broker** before leasing, mortgaging, or otherwise encumbering the Property.
- 88 (e) Indemnify **Broker** and hold **Broker** harmless from losses, damages, costs, and expenses of any nature,  
89 including attorney's fees, and from liability to any person, that **Broker** incurs because of (1) **Seller's**  
90 negligence, representations, misrepresentations, actions, or inactions; (2) the use of a lock box or gate code;  
91 (3) the existence of undisclosed material facts about the Property; or (4) a court or arbitration decision that a  
92 broker who was not compensated in connection with a transaction is entitled to compensation from **Broker**.  
93 This clause will survive **Broker's** performance and the transfer of title.
- 94 (f) Perform any act reasonably necessary to comply with FIRPTA (Section 1445 of the Internal Revenue Code).
- 95 (g) Make all legally required disclosures, including all facts that materially affect the Property's value and are not  
96 readily observable or known by the buyer. **Seller** certifies and represents that **Seller** knows of no such  
97 material facts (local government building code violations, unobservable defects, etc.) other than the following:

98\* \_\_\_\_\_  
99 **Seller** will immediately inform **Broker** of any material facts that arise after signing this Agreement.

- 100 (h) Consult appropriate professionals for related legal, tax, property condition, environmental, foreign reporting  
101 requirements, and other specialized advice.
- 102 (i) **Seller** represents that **Seller** is not aware of any notice of default recorded against the Property; any  
103 delinquent amounts due under any loan secured by or other obligation affecting the Property; any bankruptcy,  
104 foreclosure, insolvency, or similar proceeding affecting the Property; any litigation, arbitration, administrative  
105 action, government investigation, or other action that affects or may affect **Seller's** ability to transfer the  
106 Property; any current, pending, or proposed special assessments affecting the Property; any planned public  
107 improvements which may result in special assessments; or any mechanics' liens or material supplier liens  
108 against the Property.

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

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165 will be binding on **Seller** or **Broker** unless included in this Agreement. Electronic signatures are acceptable and  
166 will be binding. Signatures, initials, and modifications communicated by facsimile will be considered as originals.  
167 The term "buyer" as used in this Agreement includes buyers, tenants, exchangors, optionees, and other categories  
168 of potential or actual transferees.

169\* **14. Additional Terms:** \_\_\_\_\_  
170 \_\_\_\_\_  
171 \_\_\_\_\_  
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184\* **Seller's Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

185\* Home Telephone: \_\_\_\_\_ Work Telephone: \_\_\_\_\_ Facsimile: \_\_\_\_\_

186\* Address: \_\_\_\_\_

187\* Email Address: \_\_\_\_\_

188\* **Seller's Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

189\* Home Telephone: \_\_\_\_\_ Work Telephone: \_\_\_\_\_ Facsimile: \_\_\_\_\_

190\* Address: \_\_\_\_\_

191\* Email Address: \_\_\_\_\_

192\* **Authorized Sales Associate or Broker:** \_\_\_\_\_ **Date:** \_\_\_\_\_

193\* Brokerage Firm Name: \_\_\_\_\_ Telephone: \_\_\_\_\_

194\* Address: \_\_\_\_\_

195\* Copy returned to **Seller** on \_\_\_\_\_ by  email  facsimile  mail  personal delivery.

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