

WB-1 RESIDENTIAL 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: Street address is: 3800 3rd Ave

4 in the City of South Milwaukee, County of Milwaukee,

5 Wisconsin. Insert additional description, if any, at lines 313-335 or attach as an addendum per lines 336-337.

6 ■ INCLUDED IN LIST PRICE: Seller is including in the list price the Property, all Fixtures not excluded on lines 11-13,
7 and the following items: Range/Refrigerator

11 ■ NOT INCLUDED IN LIST PRICE: Seller's Personal Property

14 CAUTION: Identify Fixtures to be excluded by Seller or which are rented and will continue to be owned by the lessor. (See lines 191-204).

16 ■ LIST PRICE: Three Hundred Fifteen Thousand Dollars (\$315,000.00).

17 MARKETING Seller authorizes and the Firm and its agents agree to use reasonable efforts to market the Property.

18 Seller agrees that the Firm and its agents may market Seller's personal property identified on lines 7-10 during the term
19 of this Listing. The marketing may include: Not to be placed on SCWMLS or other MLS organizations. Not
20 to be publicly marketed.

21 The Firm and its agents may advertise the following concessions, incentives, or special financing offered by Seller:

24 _____, which are in addition to and separate from Compensation to Others. See lines 57-62.

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

27 Seller has a duty to cooperate with the marketing efforts of the Firm and its agents. See lines 256-262 regarding the
28 Firm's role as marketing agent and Seller's duty to notify the Firm of any potential buyer known to Seller. Seller agrees
29 that the Firm and its agents may market other properties during the term of this Listing.

30 COMMISSION Seller and the Firm agree the Firm's commission shall be 3% of purchase price plus \$495 flat
31 fee

34 ■ EARNED: Seller shall pay the Firm's commission, which shall be earned, if, during the term of this Listing:

- 35** 1) Seller sells or accepts an offer which creates an enforceable contract for the sale of all or any part of the Property;
- 36** 2) Seller grants an option to purchase all or any part of the Property which is subsequently exercised;
- 37** 3) Seller exchanges or enters into a binding exchange agreement on all or any part of the Property;
- 38** 4) A transaction occurs which causes an effective change in ownership or control of all or any part of the Property; or
- 39** 5) A ready, willing and able buyer submits a bona fide written offer to Seller or Firm for the Property at, or above, the list
40 price and on substantially the same terms set forth in this Listing and the current WB-11 Residential Offer to Purchase,
41 even if Seller does not accept the buyer's offer. A buyer is ready, willing and able when the buyer submitting the
42 written offer has the ability to complete the buyer's obligations under the written offer.

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

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

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

- 49** • Under 1) or 2) the total consideration between the parties in the transaction.
- 50** • Under 3) or 4) the list price if the entire Property is involved.
- 51** • Under 3) if the exchange involves less than the entire Property or under 4) if the effective change in ownership or
52 control involves less than the entire Property, the fair market value of the portion of the Property exchanged or for
53 which there was an effective change in ownership or control.
- 54** • Under 5) the total offered purchase price.

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

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

59 _____
60 (Exceptions if any):_____

61 **There is no standard market commission rate. Commissions and types of service may vary by firm.**
62 **Commissions are not set by law and are fully negotiable.**

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

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

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

73 **FAIR HOUSING** Seller and the Firm and its agents agree that they will not discriminate against any
74 prospective buyer on account of race, color, sex, sexual orientation as defined in Wisconsin Statutes, Section
75 111.32(13m), disability, religion, national origin, marital status, lawful source of income, age, ancestry, family
76 status, status as a victim of domestic abuse, sexual assault, or stalking, or in any other unlawful manner.

77 **DISCLOSURE TO CLIENTS**

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

- 80 (a) The duty to provide brokerage services to you fairly and honestly.
- 81 (b) The duty to exercise reasonable skill and care in providing brokerage services to you.
- 82 (c) The duty to provide you with accurate information about market conditions within a reasonable time if you request
83 it, unless disclosure of the information is prohibited by law.
- 84 (d) The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the
85 information is prohibited by law. (See lines 205-208.)
- 86 (e) The duty to protect your confidentiality. Unless the law requires it, the firm and its agents will not disclose your
87 confidential information or the confidential information of other parties. (See lines 145-160.)
- 88 (f) The duty to safeguard trust funds and other property the firm or its agents holds.
- 89 (g) The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the
90 advantages and disadvantages of the proposals.

91 **BECAUSE YOU HAVE ENTERED INTO AN AGENCY AGREEMENT WITH A FIRM, YOU ARE THE FIRM'S CLIENT.**
92 **A FIRM OWES ADDITIONAL DUTIES TO YOU AS A CLIENT OF THE FIRM:**

- 93 (a) The firm or one of its agents will provide, at your request, information and advice on real estate matters that affect
94 your transaction, unless you release the firm from this duty.
 - 95 (b) The firm or one of its agents must provide you with all material facts affecting the transaction, not just Adverse
96 Facts.
 - 97 (c) The firm and its agents will fulfill the firm's obligations under the agency agreement and fulfill your lawful requests
98 that are within the scope of the agency agreement.
 - 99 (d) The firm and its agents will negotiate for you, unless you release them from this duty.
 - 100 (e) The firm and its agents will not place their interests ahead of your interests. The firm and its agents will not, unless
101 required by law, give information or advice to other parties who are not the firm's clients, if giving the information or
102 advice is contrary to your interests.
- 103 If you become involved in a transaction in which another party is also the firm's client (a "multiple representation
104 relationship"), different duties may apply.

105 **MULTIPLE REPRESENTATION RELATIONSHIPS AND DESIGNATED AGENCY**

- 106 ■ A multiple representation relationship exists if a firm has an agency agreement with more than one client who is a
107 party in the same transaction. If you and the firm's other clients in the transaction consent, the firm may provide
108 services through designated agency, which is one type of multiple representation relationship.
- 109 ■ Designated agency means that different agents with the firm will negotiate on behalf of you and the other client or
110 clients in the transaction, and the firm's duties to you as a client will remain the same. Each agent will provide
111 information, opinions, and advice to the client for whom the agent is negotiating, to assist the client in the negotiations.
112 Each client will be able to receive information, opinions, and advice that will assist the client, even if the information,

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

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

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

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

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

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

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

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

135 **SUBAGENCY**

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

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

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

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

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

- 151 1) Material Adverse Facts, as defined in section 452.01 (5g) of the Wisconsin statutes (see lines 205-208).
- 152 2) Any facts known by the Firm and its agents that contradict any information included in a written inspection report on
153 the property or real estate that is the subject of the transaction.

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

157 **CONFIDENTIAL INFORMATION:** _____
158 _____

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

161 **COOPERATION, ACCESS TO PROPERTY OR OFFER PRESENTATION** The parties agree that the Firm and its
162 agents will work and cooperate with other firms and agents in marketing the Property, including firms acting as
163 subagents (other firms engaged by the Firm - see lines 135-139) and firms representing buyers. Cooperation includes
164 providing access to the Property for showing purposes and presenting offers and other proposals from these firms to
165 Seller. Note any firms with whom the Firm shall not cooperate, any firms or agents or buyers who shall not be allowed
166 to attend showings, and the specific terms of offers which should not be submitted to Seller: _____
167 _____

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

EXCLUSIONS: All persons who may acquire an interest in the Property who are Protected Buyers under a prior listing contract are excluded from this Listing to the extent of the prior firm's legal rights, unless otherwise agreed to in writing. Within seven days of the date of this Listing, Seller agrees to deliver to the Firm a written list of all such Protected Buyers. **NOTE: If Seller fails to timely deliver this list to the Firm, Seller may be liable to the Firm for damages and costs.**

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

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

DEFINITIONS

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

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

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

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

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

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

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

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

CAUTION: Exclude any Fixtures to be retained by Seller or which are rented (e.g., water softener or other water treatment systems, home entertainment and satellite dish components, L.P. tanks, etc.) on lines 11-13 and in the offer to purchase.

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

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

■ **PROPERTY:** Unless otherwise stated, "Property", means all property included in the list price as described on lines 2-5.

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

- 1) Delivers to Seller or the Firm or its agents a written offer to purchase, exchange or option on the Property;
- 2) Views the Property with Seller or negotiates directly with Seller by communicating with Seller regarding any potential terms upon which the buyer might acquire an interest in the Property; or
- 3) Attends an individual showing of the Property or communicates with agents of the Firm or cooperating firms regarding any potential terms upon which the buyer might acquire an interest in the Property, but only if the Firm or its agents deliver the buyer's name to Seller, in writing, no later than three days after the earlier of expiration or termination (lines 273-281) of the Listing. The requirement in 3), to deliver the buyer's name to Seller in writing, may be fulfilled as follows:
 - a) If the Listing is effective only as to certain individuals who are identified in the Listing, by the identification of the individuals in the Listing; or,

b) If a buyer has requested that the buyer's identity remain confidential, by delivery of a written notice identifying the firm or agents with whom the buyer negotiated and the date(s) of any individual showings or other negotiations.

A Protected Buyer also includes any Person Acting on Behalf of Buyer joined in interest with or otherwise acting on behalf of a Protected Buyer, who acquires an interest in the Property during the extension of listing period as noted on lines 230-234.

EXTENSION OF LISTING The Listing term is extended for a period of one year as to any Protected Buyer. Upon receipt of a written request from Seller or a firm that has listed the Property, the Firm agrees to promptly deliver to Seller a written list of those buyers known by the Firm and its agents to whom the extension period applies. Should this Listing be terminated by Seller prior to the expiration of the term stated in this Listing, this Listing shall be extended for Protected Buyers, on the same terms, for one year after the Listing is terminated (lines 273-281).

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

LEASED PROPERTY If Property is currently leased and lease(s) will extend beyond closing, Seller shall assign Seller's rights under the lease(s) and transfer all security deposits and prepaid rents (subject to agreed upon prorations) thereunder to buyer at closing. Seller acknowledges that Seller remains liable under the lease(s) unless released by tenants.

CAUTION: Seller should consider obtaining an indemnification agreement from buyer for liabilities under the lease(s) unless released by tenants.

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

REAL ESTATE CONDITION REPORT Seller agrees to complete the real estate condition report provided by the Firm to the best of Seller's knowledge. Seller agrees to amend the report should Seller learn of any Defect(s) after completion of the report but before acceptance of a buyer's offer to purchase. Seller authorizes the Firm and its agents to distribute the report to all interested parties and agents inquiring about the Property. Seller acknowledges that the Firm and its agents have a duty to disclose all Material Adverse Facts as required by law.

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

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

SELLER COOPERATION WITH MARKETING EFFORTS Seller agrees to cooperate with the Firm in the Firm's marketing efforts and to provide the Firm with all records, documents and other material in Seller's possession or control which are required in connection with the sale. Seller authorizes the Firm and its agents to do those acts reasonably necessary to effect a sale and Seller agrees to cooperate fully with these efforts which may include use of a multiple listing service, Internet advertising or a lockbox system on Property. Seller shall promptly refer all persons making inquiries concerning the Property to the Firm and notify the Firm in writing of any potential buyers with whom Seller negotiates or who view the Property with Seller during the term of this Listing.

OPEN HOUSE AND SHOWING RESPONSIBILITIES Seller is aware that there is a potential risk of injury, damage and/or theft involving persons attending an "individual showing" or an "open house." Seller accepts responsibility for preparing the Property to minimize the likelihood of injury, damage and/or loss of personal property. Seller agrees to hold the Firm and its agents harmless for any losses or liability resulting from personal injury, property damage, or theft occurring during "individual showings" or "open houses" other than those caused by the negligence or intentional wrongdoing of the Firm or its agents. Seller acknowledges that individual showings and open houses may be conducted by licensees other than agents of the Firm, that appraisers and inspectors may conduct appraisals and inspections without being accompanied by agents of the Firm or other licensees, and that buyers or licensees may be present at all inspections and testing and may photograph or videotape Property unless otherwise provided for in additional provisions at lines 313-335 or in an addendum per lines 336-337.

TERMINATION OF LISTING Neither Seller nor the Firm has the legal right to unilaterally terminate this Listing absent a material breach of contract by the other party. Seller understands that the parties to the Listing are Seller and the Firm. Agents for the Firm do not have the authority to enter into a mutual agreement to terminate the Listing, amend the commission amount or shorten the term of this Listing, without the written consent of the agent(s)' supervising broker. Seller and the Firm agree that any termination of this Listing by either party before the date stated on line 339 shall be effective by the Seller only if stated in writing and delivered to the Firm in accordance with lines 290-312 and effective by the Firm only if stated in writing by the supervising broker and delivered to Seller in accordance with lines 290-312.

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

