

REGIONAL SALES CONTRACT

Th	is SALES CONTRACT ("Con	tract") is made on		("Contract Date") between ("Purchaser") and
_				("Seller") who, among other
			ignatures herein that by	y prior disclosure in this real estate
tra	nsaction			("Listing Company") represents
	ller, and Sallar Th	a Listing Company and Calling	Commony one collection	("Selling Company") represents vely referred to as "Broker." (If the
				the appropriate disclosure form is
	_	-		and covenants set forth below, and
	•	The state of the s	-	edged, the parties agree as follows:
1.		•	_	les Price"), Seller's entire interest in
		provements, rights and appurter		* *
	IAX Map/ID#	Legal Descript	non: Lot(s)	Block/Square
	Section Section 5	ubdivision or Condominium		
	Parking Space(s) #	County/Municipality	Paga/Ealia #	
	Street Address		_ rage/rono #	
	Unit #	City	State	Zip Code
2.				ified and attached, is made a part of
				<u> </u>
3.	PRICE AND FINANCING			
•	A. Down Payment		\$	
	•		Ψ	
	B. Financing 1. First T			_
	2. Secon	d Trust (if applicable)		<u> </u>
		Held Trust	§	<u> </u>
		m attached (if applicable)		
	TOTAL FINAN	CING	\$	
	SALES PRICE		\$	
C. First Deed of Trust Purchaser will Obtain OR Assume a Fixed OR an Adjustable rate First Deed of Trust loan of the following type:				
		See Addendum Attached	□ VA See	Addendum Attached
		See Addendum Attached	_	
☐ FHA See Addendum Attached ☐ Other: ☐ This contract is not contingent on Financing.				
D. Second Deed of Trust Purchaser will Obtain OR Assume a Fixed OR an Adjustable rate Second Deed of Trust loan.				
		* / * /		will not obtain a release of Seller's
			-	i) Purchaser and Seller will , OR
			nt by Settlement. Balanc	ees of any assumed loans, secondary
	tinancing and cash down	payments are approximate.		
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		1 mgo 1 o	initials	1 dichaser.

Keller Williams McLean 6820 Elm St Ste 100 McLean, VA 22101 Phone: (703) 655-7672 Fax: (866) 562-5042 Katie Wethman

4.	<u>DEPOSIT</u> Purchaser has delivered a deposit ("Deposit") to
	("Escrow Agent") of [\$ check and/or [\$ by note due and payable on
	The Deposit will be placed in an escrow account of the Escrow Agent after Date of Ratification in conformance with the laws and regulations of the appropriate jurisdiction and/or, if VA financing applies, as required by Title 38 of the U.S. Code. This account may be interest bearing and all parties waive any claim to interest resulting from the Deposit. The Deposit will be held in escrow until: (i) Credited toward the Sales Price at Settlement; (ii) All parties have agreed in writing as to its disposition; (iii) A court of competent jurisdiction orders disbursement and all appeal periods have expired; or, (iv) Disposed of in any other manner authorized by the laws and regulations of the appropriate jurisdiction. Seller and Purchaser agree that Escrow Agent will have no liability to any party on account of disbursement of the Deposit or on account of failure to disburse the Deposit, except in the event of the Escrow Agent's gross negligence or willful misconduct.
5.	DOWN PAYMENT The balance of the down payment will be paid on or before the Settlement Date by certified or cashier's check or by bank-wired funds. An assignment of funds shall not be used without prior written consent of Seller.
6.	<u>SETTLEMENT</u> Seller and Purchaser will make full settlement in accordance with the terms of this Contract ("Settlement") on, or with mutual consent before,
	("Settlement Agent") to conduct the Settlement. (For transactions in Virginia, use the Virginia Jurisdictional Addendum to select the Settlement Agent.) Either party may retain their own legal counsel. Purchaser agrees to contact the Settlement Agent within 10 Days after the Date of Ratification to schedule Settlement and to arrange for ordering the title exam and, if required, a survey.
7.	PROPERTY MAINTENANCE AND CONDITION Except as otherwise specified herein, Seller will deliver the Property free and clear of trash and debris, broom clean and in substantially the same physical condition to be determined as of Contract Date OR Date of home inspection OR Other: Seller will have all utilities in service through Settlement or as otherwise agreed. Purchaser and Seller will not hold the Broker liable for any breach of this paragraph.
	Purchaser acknowledges, subject to Seller acceptance, that this Contract may be contingent upon home inspection(s) and/or other inspections to ascertain the physical condition of the Property. If Purchaser desires one or more inspection contingencies, such contingencies must be included in an addendum to this Contract. This Contract is contingent upon home inspection(s) and/or other inspections. (Addendum Attached) OR
	Purchaser declines the opportunity to make this Contract contingent upon home inspection(s) and/or other inspections.
	Purchaser acknowledges that except as otherwise specified in this Contract, the Property, including electrical, plumbing, existing appliances, heating, air conditioning, equipment and fixtures shall convey in its AS-IS condition as of the date specified above.
8.	ACCESS TO PROPERTY Seller will provide the Broker, Purchaser, inspectors representing Purchaser and representatives of lending institutions for Appraisal purposes reasonable access to the Property to comply with this Contract. In addition, Purchaser and/or Purchaser's representative will have the right to make a final inspection within 5 days prior to Settlement and/or occupancy, unless otherwise agreed to by Purchaser and Seller.
Wa Sev	UTILITIES WATER, SEWAGE, HEATING AND CENTRAL AIR CONDITIONING (Check all that apply) ater Supply: Public Private Well Community Well wage Disposal: Public Septic for # BR Community Septic Alternative Septic for # BR: t Water: Oil Gas Elec. Other

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Initials: Seller: / Purchaser: ____

Untitled

	Conditioning: Oil		lec. Heat Pump lec. Heat Pump	Other	
	_				
	existing: built-in heating exhaust fans, storm wind treatment hardware, smo	and central air conditions, storm doors, so ke and heat detectors all mounted electron ems is noted.	tioning equipment, plumb creens, installed wall-to-vers, TV antennas, exterior to ic components/devices D	oing and lighting fixt wall carpeting, winder trees and shrubs. Un	nal property and fixtures, if tures, sump pump, attic and ow shades, blinds, window less otherwise agreed to in more than one of an item
	Alarm System Built-in Micro Ceiling Fan Central Vacuu Clothes Dryer Clothes Wash Cooktop Dishwasher Disposer Electronic Air Fireplace Scree	owave	Freezer Furnace Humidifier Garage Opener w/ remote Gas Log Hot Tub, Equip, & C Intercom Playground Equipme Pool, Equip & Cover Refrigerator w/ ice maker	Cover	Satellite Dish Storage Shed Stove or Range Trash Compactor Wall Oven Water Treatment System Window A/C Unit Window Fan Window Treatments Wood Stove
	LEASED ITEMS Any leased items, systems or service contracts (including, but not limited to, fuel tanks, water treatment systems, lawn contracts, security system monitoring, and satellite contracts) DO NOT convey absent an express written agreement by Purchaser and Seller. The following is a list of the leased items within the Property:				
11. FINANCING APPLICATION If this Contract is contingent on financing, Purchaser will make written application for the Specified Financing and any lender required property insurance no later than 7 days after the Date of Ratification. Purchaser grants permission for the Selling Company and the lender to disclose to the Listing Company and the Seller general information available about the progress of the loan application and loan approval process. If Purchaser fails to settle except due to any Default by Seller, then the provisions of the DEFAULT paragraph shall apply. Seller agrees to comply with reasonable lender requirements, except as otherwise provided in the LENDER REQUIRED REPAIRS paragraph of the applicable financing contingency addendum.					
12.	Financing provided: (a) I	Purchaser is qualified ot delayed; and (d) is	for alternative financing; f Purchaser fails to settle	(b) there is no addit	rnative lender for Specified tional expense to Seller; (c) Default by Seller, then the
13.	13. PURCHASER'S REPRESENTATIONS Purchaser will, OR will not occupy the Property as Purchaser's principal residence. Unless specified in a written contingency, neither this Contract nor the financing is dependent or contingent on the sale and settlement or lease of other real property. The Selling Company is, OR is not authorized to disclose to the Listing Company, Seller and any lender the appropriate financial or credit information statement provided to the Selling Company by Purchaser. Purchaser acknowledges that Seller is relying upon all of Purchaser's representations, including without limitation, the accuracy of financial or credit information given to Seller, Broker or the lender by Purchaser.				
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- 14. <u>TERMITE INSPECTION</u> The Purchaser at Purchaser's expense OR Seller at Seller's expense, will furnish a written report from a pest control firm dated not more than 30 days prior to Settlement showing that all dwelling(s) and/or garage(s) within the Property (excluding fences or shrubs not abutting garage(s) or dwelling(s)) are free of visible evidence of active termites and other wood-destroying insects, and free from visible insect damage. Any extermination and repairs for damage identified in the inspection report will be made at Seller's expense.
- **15. <u>DAMAGE OR LOSS</u>** The risk of damage or loss to the Property by fire, act of God, or other casualty remains with Seller until the execution and delivery of the deed of conveyance to Purchaser at Settlement.
- 16. TITLE The title report and survey, if required, will be ordered promptly and, if not available on the Settlement Date, then Settlement may be delayed for up to 10 business days to obtain the title report and survey after which this Contract, at the option of Seller, may be terminated and the Deposit will be refunded in full to Purchaser according to the terms of the DEPOSIT paragraph. Fee simple title to the Property, and everything that conveys with it, will be sold free of liens except for any loans assumed by Purchaser. Title is to be good and marketable, and insurable by a licensed title insurance company with no additional risk premium. Title may be subject to commonly acceptable easements, covenants, conditions and restrictions of record, if any; otherwise, Purchaser may declare this Contract void, unless the defects are of such character that they may be remedied within 30 Days beyond the Settlement Date. In case action is required to perfect the title, such action must be taken promptly by Seller at Seller's expense. The Broker is hereby expressly released from all liability for damages by reason of any defect in the title. Seller will convey the Property by general warranty deed with English covenants of title (Virginia); general warranty deed (West Virginia); special warranty deed (D.C. and Maryland) ("Deed"). Seller will sign such affidavits, lien waivers, tax certifications, and other documents as may be required by the lender, title insurance company, Settlement Agent, or government authority, and authorizes the Settlement Agent to obtain pay-off or assumption information from any existing lenders. The manner of taking title may have significant legal and tax consequences. Purchaser is advised to seek the appropriate professional advice concerning the manner of taking title. Unless otherwise agreed to in writing, Seller will pay any special assessments and will comply with all orders or notices of violations of any county or local authority, condominium unit owners' association, homeowners' or property owners' association or actions in any court on account thereof, against or affecting the Property on the Settlement Date.
- 17. <u>POSSESSION DATE</u> Unless otherwise agreed to in writing between Seller and Purchaser, Seller will give possession of the Property at Settlement, including delivery of keys, if any. If Seller fails to do so and occupies the Property beyond Settlement, Seller will be a tenant at sufferance of Purchaser and hereby expressly waives all notice to quit as provided by law. Purchaser will have the right to proceed by any legal means available to obtain possession of the Property. Seller will pay any damages and costs incurred by Purchaser including reasonable attorney fees.
- **FEES** Fees for the preparation of the Deed, that portion of the Settlement Agent's fee billed to Seller, costs of releasing existing encumbrances, Seller's legal fees and any other proper charges assessed to Seller will be paid by Seller. Fees for the title exam (except as otherwise provided), survey, recording (including those for any purchase money trusts) and that portion of the Settlement Agent's fee billed to Purchaser, Purchaser's legal fees and any other proper charges assessed to Purchaser will be paid by Purchaser. Fees to be charged will be reasonable and customary for the jurisdiction in which the Property is located. (Recording, Transfer and Grantor's Taxes are covered in the appropriate jurisdictional addenda).
- 19. BROKER'S FEE Seller irrevocably instructs the Settlement Agent to pay the Broker compensation ("Broker's Fee") at Settlement as set forth in the listing agreement and to disburse the compensation offered by the Listing Company to the Selling Company in writing as of the Contract Date, and the remaining amount of Broker's compensation to the Listing Company.
- **20. ADJUSTMENTS** Rents, taxes, water and sewer charges, front foot benefit and house connection charges, condominium unit owners' association, homeowners' and/or property owners' association regular periodic assessments (if any) and any other operating charges, are to be adjusted to the day of Settlement. Any heating or cooking fuels remaining in supply tank(s) at Settlement will become the property of Purchaser, unless leased. Taxes, general and special, are to be adjusted according to the certificate of taxes issued by the collector of taxes, if any, except that

recorded assessments for improvements completed prior to Settlement, whether assessments have been levied or not, will be paid by Seller or allowance made at Settlement. If a loan is assumed, interest will be adjusted to the Settlement Date and Purchaser will reimburse Seller for existing escrow accounts, if any.

21. ATTORNEY'S FEES

- A. If any Party breaches this Agreement and a non-breaching Party retains legal counsel to enforce its rights hereunder, the non-breaching Party shall be entitled to recover against the breaching Party, in addition to any other damages recoverable against any breaching Party, all of its reasonable Legal Expenses incurred in enforcing its rights under this Agreement, whether or not suit is filed, and in obtaining, enforcing and/or defending any judgment related thereto. Should any tribunal of competent jurisdiction determine that more than one party to the dispute has breached this Agreement, then all such breaching Parties shall bear their own costs, unless the tribunal determines that one or more parties is a "Substantially Prevailing Party", in which case any such Substantially Prevailing Party shall be entitled to recover from any of the breaching parties, in addition to any other damages recoverable against any breaching Party, all of its reasonable Legal Expenses incurred in enforcing its rights under this Agreement, whether or not suit is filed, and in obtaining, enforcing and/or defending any judgment related thereto.
- **B.** In the event a dispute arises resulting in the Broker (as used in this paragraph to include any agent, licensee, or employee of the Broker) being made a party to any litigation by the Purchaser or by the Seller, the Parties agree that the Party who brought the Broker into litigation shall indemnify the Broker for all of its reasonable Legal Expenses incurred, unless the litigation results in a judgment against the Broker.
- **22. PERFORMANCE** Delivery of the required funds and executed documents to the Settlement Agent will constitute sufficient tender of performance. Funds from this transaction at Settlement may be used to pay off any existing liens and encumbrances, including interest, as required by lender(s) or lienholders.
- 23. DEFAULT If Purchaser fails to complete Settlement for any reason other than Default by Seller, at the option of Seller, the Deposit may be forfeited as liquidated damages (not as a penalty) in which event Purchaser will be relieved from further liability to Seller. If Seller does not elect to accept the Deposit as liquidated damages, the Deposit may not be the limit of Purchaser's liability in the event of a Default. If the Deposit is forfeited, or if there is an award of damages by a court or a compromise agreement between Seller and Purchaser, the Broker may accept and Seller agrees to pay the Broker one-half of the Deposit in lieu of the Broker's Fee, (provided Broker's share of any forfeited Deposit will not exceed the amount due under the listing agreement). If Seller fails to perform or comply with any of the terms and conditions of this Contract or fails to complete Settlement for any reason other than Default by Purchaser, Purchaser will have the right to pursue all legal or equitable remedies, including specific performance and/or damages. If either Seller or Purchaser refuses to execute a release of Deposit ("Release") when requested to do so in writing and a court finds that such party should have executed the Release, the party who so refused to execute the Release will pay the expenses, including, without limitation, reasonable attorney's fees, incurred by the other party in the litigation. Seller and Purchaser agree that no Escrow Agent will have any liability to any party on account of disbursement of the Deposit or on account of failure to disburse the Deposit, except only in the event of the Escrow Agent's gross negligence or willful misconduct. The parties further agree that the Escrow Agent will not be liable for the failure of any depository in which the Deposit is placed and that Seller and Purchaser each will indemnify, defend and save harmless the Escrow Agent from any loss or expense arising out of the holding, disbursement or failure to disburse the Deposit, except in the case of the Escrow Agent's gross negligence or willful misconduct. If either Purchaser or Seller is in default, then in addition to all other damages, the defaulting party will immediately pay the costs incurred for the title examination, Appraisal, survey and the Broker's Fee in full.
- 24. OTHER DISCLOSURES Purchaser and Seller should carefully read this Contract to be sure that the terms accurately express their respective understanding as to their intentions and agreements. The Broker can counsel on real estate matters, but if legal advice is desired by either party, such party is advised to seek legal counsel. Purchaser and Seller are further advised to seek appropriate professional advice concerning the condition of the Property or tax and insurance matters. The following provisions of this paragraph disclose some

matters which the parties may investigate further. These disclosures are not intended to create a contingency. Any contingency must be specified by adding appropriate terms to this Contract. The parties acknowledge the following disclosures:

- A. PROPERTY CONDITION Various inspection services and home warranty insurance programs are available. The Broker is not advising the parties as to certain other issues, including without limitation: water quality and quantity (including but not limited to, lead and other contaminants); sewer or septic; soil condition; flood hazard areas; possible restrictions of the use of the Property due to restrictive covenants, zoning, subdivision, or environmental laws, easements or other documents; airport or aircraft noise; planned land use, roads or highways; and construction materials and/or hazardous materials, including but without limitation flame retardant treated plywood (FRT), radon, urea formaldehyde foam insulation (UFFI), mold, polybutylene pipes, synthetic stucco (EIFS), underground storage tanks, Defective Chinese drywall, asbestos and lead-based paint. Information relating to these issues may be available from appropriate government authorities.
- **B. LEGAL REQUIREMENTS** All contracts for the sale of real property must be in writing to be enforceable. Upon ratification and Delivery, this Contract becomes a legally binding agreement. Any changes to this Contract must be made in writing for such changes to be enforceable.
- **C. FINANCING** Mortgage rates and associated charges vary with financial institutions and the marketplace. Purchaser has the opportunity to select the lender and the right to negotiate terms and conditions of the financing subject to the terms of this Contract. The financing may require substantial lump sum (balloon) payments on the due dates. Purchaser has not relied upon any representations regarding the future availability of mortgage money or interest rates for the refinancing of any such lump sum payments.
- **D. BROKER** Purchaser and Seller acknowledge that the Broker is being retained solely as a real estate agent and not as an attorney, tax advisor, lender, appraiser, surveyor, structural engineer, mold or air quality expert, home inspector or other professional service provider. The Broker may from time to time engage in the general insurance, title insurance, mortgage loan, real estate settlement, home warranty and other real estate-related businesses and services. Therefore, in addition to the Broker's Fee specified herein, the Broker may receive compensation related to other services provided in the course of this transaction pursuant to the terms of a separate agreement/disclosure.
- **E. PROPERTY TAXES** Your property tax bill could substantially increase following settlement. For more information on property taxes contact the appropriate taxing authority in the jurisdiction where the Property is located.
- **F. PROPERTY INSURANCE** Obtaining property insurance is typically a requirement of the lender in order to secure financing. Insurance rates and availability are determined in part by the number and nature of claims and inquiries made on a property's policy as well as the number and nature of claims made by a prospective Purchaser. Property insurance has become difficult to secure in some cases. Seller should consult an insurance professional regarding maintaining and/or terminating insurance coverage.
- **25.** <u>ASSIGNABILITY</u> This Contract may not be assigned without the written consent of Purchaser and Seller. If Purchaser and Seller agree in writing to an assignment of this Contract, the original parties to this Contract remain obligated hereunder until Settlement.

26. DEFINITION

- **A.** "Appraisal" means a written appraised valuation of the Property.
- **B.** "Day(s)" or "day(s)" means calendar day(s) unless otherwise specified in this Contract.
- C. All reference to time of day shall refer to the time of day in the Eastern Time Zone of the United States.
- **D.** For the purpose of computing time periods, the first Day will be the Day following Delivery and the time period will end at 9 p.m. on the Day specified. If the Settlement Date falls on a Saturday, Sunday, or legal holiday, then the Settlement will be on the prior business day.

- E. "Date of Ratification" means the date of final acceptance in writing by Purchaser and Seller, of all the terms of this Contract (not the date of expiration or removal of any contingencies). **F.** For "Delivery" and "Notices" definitions, see appropriate Jurisdictional Addendum.
- G. "Specified Financing" means the loan type(s) and amount(s), if any, specified in the PRICE AND FINANCING paragraph.
- **H.** The masculine includes the feminine and the singular includes the plural.
- "Possession Date" See POSSESSION DATE paragraph.
- J. "Legal Expenses" means attorney fees, court costs, and litigation expenses, if any, including, but not limited to, expert witness fees and court reporter fees.
- 27. MISCELLANEOUS This Contract may be signed in one or more counterparts, each of which is deemed to be an 11

	original, and all of which together constitute one a machines will also be considered as originals. Typews control all pre-printed provisions that are in conflict.				
28.	8. <u>VOID CONTRACT</u> If this Contract becomes void and both parties will immediately execute a release directing the terms of the DEPOSIT paragraph.				
29.	9. HOME WARRANTY Yes OR No Home Warranty Policy paid for and provided at Settlem Cost not to exceed \$ Warranty			Seller.	
30.	0. TIME IS OF THE ESSENCE AS TO ALL TERMS	OF THIS CO	ONTRACT.		
31.	1. ENTIRE AGREEMENT This Contract will be bindin administrators, successors and permitted assigns. The of the deed and will not be merged therein. This Con agreement of the parties and the parties will not be be representations not herein contained. The interpretat jurisdiction where the Property is located.	provisions no tract, unless ound by any	ot satisfied at amended in w terms, condi-	Settlement will surv vriting, contains the tions, oral statemen	vive the delivery final and entire ts, warranties o
32. <u>ELECTRONIC SIGNATURES</u> In accordance with the Uniform Electronic Transaction Electronic Signatures in Global and National Commerce Act, or E-Sign (the Act), and of state legislation regarding Electronic Signatures and Transactions, the parties do here and agree to the use of electronic signatures as an additional method of signing and/or The parties hereby agree that either party may sign electronically by utilizing a digital signature.				Act), and other applies do hereby expr ing and/or initialing	plicable local or ressly authorize g this Contract
		Seller:		Purchaser:	
SEI	SELLER:	PURCHA	ASER:		
Dat	Date Signature	Date	/ Signature	2	
Dat	Date Signature	Date	Signature	·	

Date of Ratification (see DEFINITIONS)

For information purposes only: Listing Company's Name and Address:	Selling Company's Name and Address:			
Office # FAX #	Office #FAX #			
MRIS Broker Code and Office ID	MRIS Broker Code and Office ID			
Agent Name	Agent Name			
Real Estate License Number & Jurisdiction	Real Estate License Number & Jurisdiction			
Agent MRIS ID#	Agent MRIS ID#			
Team Leader/Agent	Team Leader/Agent			
Agent Email Address	Agent Email Address			

REALTOR

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