

Seller Real Estate Commission Options:

- A. _____ / _____ **Option # (1)** – Seller to pay a **1.50% net commission**, to Real Estate Brokers of Alaska – seller already has a buyer and seller wants to make sure all paperwork is completed correctly, and all State and Federal legal obligations are correctly addressed. Rod Stone, in a professional manner, will follow up, manage, and direct all activities leading up to a successful closing. There are no other professional licensees involved in said transaction. Rod Stone, by written agreement, will act in a neutral capacity in which he will not represent either seller or buyer exclusively. Let it be noted though, Rod Stone can assist each party in said transaction as long as he treats each party equally and fairly, not giving an advantage to one party over the other party.
- B. _____ / _____ **Option # (2)** Seller to pay a **1.50% net commission** – Seller is granted the privilege to produce a buyer for said property when sellers list their home with Rod Stone. If Seller produces a buyer within the first ten (10) days of listing activation and there are no other agents involved, commission and terms as outlined in Option # 1 will be in effect.
- C. _____ / _____ **Option # (3)** – Seller to pay a **2.50% net listing commission** to Real Estate Brokers of Alaska, and buyer's licensee compensation to be paid by the buyer. No part of the 2.50% commission paid to Real Estate Brokers of Alaska will be shared with the buyer's licensee.
- D. _____ / _____ **Option # (4)** – Seller to pay a **2.75% net commission** - if Rod Stone produces the buyer through his current, on-going internet presence and, www.YourAnchorageAKHomeSearch.com and/or through any of his other real estate activities. No other real estate agency / licensee is involved in said transaction. The seller and buyer, by written agreement, shall agree to allow Rod Stone to establish a neutral relationship with both the seller and the buyer as outlined in the Alaska Real Estate Commission Consumer Disclosure. If the seller rejects a neutral relationship, it is understood that Rod Stone cannot directly expose the seller's property to his current, qualified, prospective list of buyers.
- E. _____ / _____ **Option # (5)** - Seller to pay a **4.5% net commission** upon the successful sale and closing of a residential real estate property if another agency/licensee produces the buyer. In this option, Rod Stone is representing the seller exclusively, and the seller agrees to commission being split equally, 2.25% to the listing agency and 2.25% to the selling agency.

Note: Buyer and seller are permitted to negotiate and split any commission due to Real Estate Brokers of Alaska. Such commission split to be noted, defined, and agreed upon in writing and is made a part of Purchase Agreement.

To gain a fuller understanding of the seller's **Alaska Real Estate Consumer Disclosure**, please review, initial, and sign the attached copy of this disclosure, which outlines and defines the responsibilities and duties Rod Stone and Owners assume in a listing relationship. It further outlines and defines a neutral relationship that can be established if such a relationship would be deemed beneficial or necessary in the sale of your home.

Note:

- (1) **If Seller chooses options (3), (4) or (5)**, it is agreed that Rod Stone is responsible for all normal, reasonable costs in marketing your home, including professional photos, exclusive web site presence, vast internet exposure, exclusive MLS presence, and all signage. Rod Stone picks up all marketing costs and will make every effort to present your home as aggressively as possible to would-be, qualified buyers. Rod Stone is open to any additional measures a seller may desire to incorporate into the selling process but reserves the right to negotiate with the seller to carry some or all the extra costs that may be incurred.
- (2) Listing licensee - Rod Stone shall carry errors & omission insurance to protect all parties in case of oversights, negligence, or fraud on the part of the licensee. The seller agrees to carry a homeowners insurance policy to include liability insurance.
- (3) The seller is advised and encouraged to consider offering a buyer a one-time, one-year home warranty policy that protects a buyer / new owner in the event of a mechanical breakdowns that is not normally covered by a traditional, conventional homeowners insurance policy. This is an up-front, one-time, cost to the seller, paid at closing – costing in the range of \$575.00.

By signing below, all parties agree and accept all obligations, commission structures, and noted responsibilities set forth in this agreement. Terms & conditions noted herein can be altered or adjusted, but only with the written approval of all parties. This document becomes an addendum to the Authorization and Exclusive Right to Sell Agreement contract.

Property Address: _____

Seller(s) _____ Date: _____

Seller(s) _____ Date: _____

Licensee: _____ Date: _____