Commercial/Industrial — Sales Agency Contract — Property Type 4

KNOXVILLE ASSOCIATION OF REALTORS

I hereby grant _____ , hereinafter called "Agent", the sole, exclusive and irrevocable right, for a period commencing on _____ , _____ and expiring on _____ ,_____ to sell the real property located at _____ , the Price to be $ _____ , upon the following terms: _____ . I agree to compensate Agent _____ of the sales price. The carry-over period is _____ days.

Agent is [ ] is not [ ] authorized to place an MLS Lock Box on the property.

The information below is for Multiple Listing Service purposes and is accurate to the best of my knowledge. I acknowledge that I have read and understand this contract which includes the terms and conditions and have received a copy hereof.

Sales Associate _____ Owner _____

For Agency _____ Owner _____

Date _____ Date _____

KEYWORDS: Fill in the boxes for each Keyword. Enter information as prompted by the computer. (*) denotes required entries for adding a listing.

HSN _ _ _ _ _ _ _ _ House # ***STR** _ Street Name **LOT #** _ _ _ _ Lot # **BLK#** _ _ _ _ _ Block # **UNIT#** _ _ _ _ Unit # ***LP** _ _ _ _ _ _ _ _ List Price

***CITY** _ ***ZIP** _ _ _ _ _ _ _ _ _ ***LGL** _ Legal Description ***CTCD** _ _ City/County Code (01 - City Lmts, 02 - County)

***PIN** _ Property Identification Number ***AR** _ _ Area ***SBA** _ _ _ Sub Area ***LD** _ _ /_ _ /_ _ List Date ***XD** _ _ /_ _ / _ _ Expire Date ***LO** _ _ _ List Office ***LAG** _ _ _ _ List Agent ***EXCL** __ Y / N Exclusive Agency

***SQF** _ _ _ _ _ _ Square Feet ***LSZ** _ Lot Size ***ACR** _ _ _ _ _ Acres ***ZON**_ _ _ _ _ Zoning ***BLD** _ _ _ # of Buildings ***STO** _ _ _ _ # of Stories

***RFT** _ _ _ _ _ _ _ Road Frontage **EAV** _ _ _ _ _ _ _ _ Eave Height ***PAR** _ _ _ _ _ _ _ Parking ***TTAX** _ _ _ _ _ _ Total Annual Taxes ***CND** _ Condition **RLY** _ _ _ _ Remain. Lease Yrs.

***GAI** _ _ _ _ _ _ _ _ Gross Annual Income ***AOE** _ _ _ _ _ _ _ _ _ _ _ _ Annual Operating Expense ***NET** _ _ _ _ _ _ _ _ __ _ _ _ Net Annual Income *RES __ Y / N Restrictions FCL __ Y/N Foreclosure/Bankruptcy

MLS #

***REMARKS** (400 Max. Characters) _____

_____

_____

_____

***DIRECTIONS** (400 Max. Characters) _____

_____

_____

AGENT INSTRUCTIONS_____

***OWN**_____ Owner's Name ***CC** _ _ _ _ _ Cooperation Compensation ***BA** __ Y / N Buyers Agent ***FA** __ Y / N Facilitator **VR** __ Y / N Variable Rate Compensation **SI** __ Y / N Sales Incentive

FEATURES: For Adding a Listing underline the appropriate Feature section(s). Features with an (*) must have at least one selection underlined.

***TPE** TYPE
A - Commercial
B - Industrial
C - Shopping Center
D - Retail
E - Warehouse
F - Office Building
G - Vacant Land
H - Mobile Home Park
I - Other

***SLI** SALE/LEASE INCLUDES
A Fee Simple
B Lease Fee
C Leasehold
D For Lease
E Business Only
F Building
G Land
H House
I Apartment
J Other

***RDA** ROAD ACCESS
A - Interstate Exposure
B - U.S. Highway
C - Public Road
D - Private Road
E - Interstate Access
F - Service Road
G - State Highway
H - Other

***CNS** CONSTRUCTION
A - Frame
B - Brick
C - Frame/Brick
D - Stone
E - Cedar
F - Masonry
G - Aluminum Siding
H - Vinyl
I - Stucco
J - Concrete Block
K - Metal
L - Other
M - Steel

***DOC** DOCUMENTS ON FILE
A - None
B - Soil Test
C - Perk Test
D - Survey
E - Restrictions
F - Topography Map
G - Building Plans
H - Other

***UTL** UTILITIES ON SITE
A - Sewer
B - Septic
C - Public Water
D - Telephone
E - Electric
F - Natural Gas
G - Other

***FUE** FUEL
A - Gas
B - Electric
C - Oil
D - Solar
E - Other Fuel

***HEA** HEAT
A - Central
B - Forced Air
C - Heat Pump
D - Baseboard/Wall
E - Space Heaters
F - Ceil
G - Other Heat Type

***COL** COOLING
A - Central
B - Wall Cooling
C - Attic Fan
D - Ceiling Fans
E - Window Unit
F - Other Cooling Type

***LOC** LOCATION
A - Industrial Area
B - Shopping Center
C - Strip Retail
D - Central Business Area
E - Corner
F - Detatched Building
G - Inside City
H - Outside City
I - Other

***EAS** EASEMENTS
A - Flood Zone
B - Gas Line
C - Power Line
D - Special Drainage
E - Recorded R.O.W.
F - Other

***TRM** TERMS (NEW FINANCING)
A - Conventional
B - Cash
C - Owner Will Carry
D - Assumable
E - VA
F - FHA
G - Exchange
H - Second Mortgage
I - Alternative
J - Call Listing Agent
K - New Loan
L - Lease Purchase
M - Other

***AIN** ADDITIONAL INFORMATION
A - Appraisal
B - Investment Analysis
C - Operating Expense Report
D - Tax Information
E - Restrictions
F - Leases
G - Other

***POS** POSSESSION
A - Immediate
B - Negotiable
C - At Closing
D - 30 Days After Closing
E - 60 Days After Closing
F - 120 Days After Closing
G - Other

***SHO** SHOWING INSTRUCTION
A - Appointment With Sales Associate
B - Call Listing Office
C - Special Conditions
D - Sign on Property
E - No Sign on Property
F - Other

BBT BUILDING/BUSINESS TYPE
A - Retail
B - Wholesale
C - Office
D - Business Service
E - Professional Service
F - Food Service
G - Bar/Tavern
H - Automotive Service
I - Hotel/Motel
J - Medical/Dental
K - Historical
L - Franchise
M - Building Trade/Supplies/Services
N - Church
O - Warehouse
P - Manufacturing
Q - Distributing
R - Other

EQP EQUIPMENT
A - Security System
B - Sprinkler System
C - Conveyer
D - Elevator
E - Freight Elevator
F - Loading Dock
G - Roof Sign
H - Pole Sign
I - Fixtures/Furniture
J - Inventory Included
K - Machinery Included
L - Carpeting
M - Compressor
N - Fuel Pump
O - Display Window
P - Fire Alarm
Q - Vending Machines
R - Over Head Crane
S - Pollution Control Equipment
T - Overhead Door
U - Other

MIS MISCELLANEOUS
A - Licenses Included
B - Rest Rooms
C - 220 Volt Power
D - 440 Volt Power
E - Three Phase
F - 6 Inch Water Main
G - 6+ Inch Water Main
H - 10+ Inch Sewer
I - Security Fencing
J - Inside Storage
K - Outside Storage
L - Boat Dock
M - Railroad Siding
N - Living Space Available
O - Other Outbuildings
P - Other
Q - Handicap Equipped
R - Handicap Accessible

***EXI** EXPENSES INCLUDED
A - Accounting Legal
B - Advertising Licensing Permits
C - Property Insurance
D - Property Management
E - Payroll
F - Taxes - Personal Property
G - Taxes - Real Estate
H - Repair and Maintenance
I - Services All
J - Supplies All
K - Utilities
L - Business Insurance
M - Miscellaneous
N - Janitorial Service
O - Other