



PRE-MARKETING ADDENDUM TO EXCLUSIVE AUTHORIZATION TO SELL OR STANDARD LISTING AGREEMENT

(Use this Addendum only for property entered as "coming soon" in WMLS)



THIS PRE-MARKETING ADDENDUM is made on \_\_\_\_\_, 20\_\_ to the Residential Listing Agreement dated \_\_\_\_\_, 20\_\_ (the "Listing Agreement"), by and between \_\_\_\_\_ ("Owner") and \_\_\_\_\_ ("Broker") for the exclusive right to sell certain real property known as \_\_\_\_\_, Virginia (the "Property") and shall be attached to and made a part of the Listing Agreement.

1. PRE-MARKETING LIMITATION: Owner directs that Broker enter the Property listing in the Williamsburg Multiple Listing Service ("WMLS") under "coming soon" status and directs that their Property not be available for showings or for reviewing any and all offers to purchase by anyone during a pre-marketing period described below. Owner understands that during the pre-marketing period, the Property listing information will be made available to other WMLS participants and their clients and may be marketed as "Coming Soon".

2. CLEAR COOPERATION: Within one (1) business day of a property being marketed to the public, the listing Broker must submit the listing to the WMLS for cooperation with other WMLS participants as either "Active or "Coming Soon".

3. PRE-MARKETING INSTRUCTIONS:

A. Owner and Broker agree that the Listing Agreement is hereby modified as follows: Owner hereby directs Broker to list the Property in WMLS in "coming soon" status until \_\_\_\_\_, 20\_\_ (maximum of 21 days from the date of ratification of the Listing Agreement by Owner).

B. Owner [select one]:  authorizes OR  does not authorize Broker to install a "For Sale" sign with "Coming Soon" rider on the Property while the Property is listed in the "coming soon" status.

4. SHOWINGS/OFFERS: While the property is entered in the WMLS under the "Coming Soon status, Broker is prohibited from showing the Property to prospective buyers and/or their agent. In addition, upon being informed by the Broker that an offer or offers have been received, the Owner is prohibited from reviewing any and all offers to purchase while the Property is listed in WMLS under the "Coming Soon" status. If Owner desires to have the Property shown to prospective buyers and/or their agents, or wishes to review offers that have been received, Owner understands that the Property status must be changed to "active" in WMLS. Once changed to "Active" status, the Property status cannot be changed back to "Coming Soon" status.

5. COMPENSATION: Owner acknowledges that an offer of compensation to cooperating buyer agents is required for the listing of the Property in WMLS, including in the "Coming Soon" status.

Witness the following duly authorized signatures:

Owner \_\_\_\_\_ Date \_\_\_\_\_ Owner \_\_\_\_\_ Date \_\_\_\_\_

Owner \_\_\_\_\_ Date \_\_\_\_\_ Owner \_\_\_\_\_ Date \_\_\_\_\_

Broker: \_\_\_\_\_ Signature of Broker or authorized agent \_\_\_\_\_ Date \_\_\_\_\_

Print name: \_\_\_\_\_