

Opening Statement Real Estate and/or personal property.

We have been commissioned by _____ to sell their property located at _____ . Auctions and Realty of America, Inc., Inc. are licensed Real Estate Brokers in the state of Florida, Broker number is AB-0001797 and we are working as an agent for the sellers. I, as auctioneer, am licensed and regulated by the State of Florida. My license number is AU-0002520.

We are a member of the National Auctioneers Association and the Florida Auctioneers Association. We are also a member of the National, Florida and Gainesville/Alachua County Association of Realtors.

You have had ample time to inspect the real estate and information package, but let me briefly explain our terms and conditions.

We have an Earnest Money Contract that you will be required to sign today, _____. This contract has everything already filled out except for two things: Your name and the amount that you pay.

A standard 10% buyer's premium will be added to the final and high bid.

The high bidder will pay \$_____ earnest money down today. The balance is due in cash at closing. This is a cash auction and it is not contingent on financing. If you do not qualify, you would forfeit your down payment. We do not want that to happen. We want to see it sold and stay sold today. High Bid is subject to Seller's approval.

The only representations and warranties made are those contained in the Earnest Money Contract. The property is being sold AS-IS, WHERE IS. That means present condition and present location. That has to do with any structural defects, including the roof, the plumbing, the heating, the air and anything or everything else. Sold ASIS, WHERE IS. When I say AS-IS, WHERE IS that does not have anything to do with title. We guarantee a good title. The title will be brought up to date and it will be free and clear from any and all encumbrances.

Owner's title insurance will be furnished to you at seller's expense. The closing agent is to be determined.

Real estate taxes shall be prorated as of the date of closing. The base real estate taxes are to be appraised and due to _____ County. Any required surveys, appraisals or lender fees shall be at buyer's expense. All properties are selling subject to easements, restrictions, covenants, conditions and zoning of record that would be revealed by a current survey and inspection of the property and of public records. Personal property included with the sale are:_____.

Seller reserves the right to approve any bid. Information on this property was obtained from sources deemed reliable. Although every precaution has been taken to ensure accuracy, neither the seller, Auctions and Realty of America, Inc., not any of their respective representatives, agents of employees will be responsible for any errors or omissions.

The terms of the Earnest Money Contract are controlling in event of any perceived inconsistency between its terms and any statements made in advertising this property.

I would like to introduce the staff of Auctions and Realty of America, Inc.

If you or someone you know would be interested in auctioning real estate we would appreciate a call to our office. Pick up one of our packages on the table.