



Pre-Marketing Addendum to

VAR Exclusive Authorization to Sell

(To be used for Property entered in the MLS as "coming soon")

THIS PRE-MARKETING ADDENDUM is made on _____, 20____ to VAR Exclusive Authorization to Sell dated _____, 20____ (the "Listing Agreement"), by and between _____ ("Seller/Owner") and _____ ("Broker") for the exclusive right to sell certain real property known as _____ (Address) _____ (City) _____ (State) ("the Property") and shall be attached to and made a part of the Listing Agreement. These 2 forms must be submitted by the Broker to the Northern Neck Association of Realtors office within 48 hours of ratification.

1. PRE-MARKETING LIMITATION: Seller/Owner directs the Broker enter the Property listing in Northern Neck Association of REALTORS® Multiple Listing Service ("MLS") under "coming soon" status and directs that their Property not be available for viewing by anyone prior to the date entered in Paragraph 3 below. Seller/Owner understands that during the pre-marketing period, the Property listing information will be made available to other MLS Participants and their clients.

2. MLS RULES: The MLS requires Participants to enter all property listings into the MLS system within forty-eight (48) hours, excluding Saturdays, Sundays and holidays, of the effective date of the listing agreement.

3. PRE-MARKETING INSTRUCTIONS: Seller/Owner and Broker agree that the Listing Agreement is hereby modified as follows:

a. Seller/Owner hereby directs Broker to list the Property in the MLS in "coming soon" status from _____, 20____ until _____ 20____ (maximum of 21 days from the effective date of the Listing Agreement), on which date the Property automatically will change to "active" status. If Property is ready for showings prior to the "coming soon" end date, the listing may be converted to an "active" listing status.

b. Seller/Owner (select one) _____ authorizes _____ does not authorize Broker to install a yard sign with "Coming Soon" rider on the Property while the Property is listed in the "coming soon" status.

4. ADVERTISING: While the Property remains in the "coming soon" status:

- a. Days on Market will be calculated.
- b. The Property will be included in the MLS's syndication feeds.
- c. The Broker may market the Property in any medium provided that any such marketing only markets the Property as "coming soon" and any date used to indicate when the Property will be available for showing matches the date in the MLS by which the listing automatically or manually is changed to "active" status.

5. SHOWINGS: Broker is prohibited from showing Property to prospective buyers and/or their agents if the Property is listed in the MLS under the "coming soon" status. If the Owner desires to have the Property shown to prospective buyers and/or their agents; the Broker must change the Property status to "active" in the MLS. Once changed to "active" status, the Property cannot be changed back to "coming soon" status.

6. COMPENSATION: Owner acknowledges that an offer of compensation to cooperating buyer agents may not be indicated for the listing of the Property in the MLS, including those listed in the "coming soon" status.

7. OFFERS: A Seller is not prohibited from accepting an offer from a prospective buyer, who elects to make such an offer without the ability to view the property. Should a Seller accept an offer on a "coming soon" listing, the Participant must change the listing to a status other than "coming soon" within twenty-four (24) hours, excluding Saturdays, Sundays and holidays.

Complete, if applicable: _____ Seller/Owner directs Broker to hold offers until _____, 20____ Broker shall communicate this date to potential cooperating Brokers via the MLS (i.e., Agent Notes or input field, once available).

The party(ies) below have signed and acknowledge receipt of a copy:

Seller/Owner (Signature)	Seller/Owner (Print name)	Date
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Broker or Licensee Authorized by Broker	BROKER/FIRM	Date
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