

REAL ESTATE SALES AGREEMENT

Zingula – 76.22 Acres, m/l – Linn County, Iowa

AGENCY DISCLOSURE

An agency disclosure must be made by the agent prior to any offer being made by the BUYER or accepted by the SELLER. By signing below the BUYER and SELLER confirm that written disclosure of agency representation was provided to them prior to the signing of the REAL ESTATE SALES AGREEMENT.

BUYER further acknowledges having signed and received a copy of the SELLER PROPERTY CONDITION DISCLOSURE FORM, if required. The BROKER, its agents, employees and associates are not required, however, to discover hidden defects in the property or give advice on matters outside the scope of their real estate license.

SELLER and/or BUYER request that Broker select, prepare and complete form documents as authorized by Iowa law or rule, such as purchase agreements, groundwater hazard statements and declaration of value.

HERTZ REAL ESTATE SERVICES, Inc., BROKER, and TROY R. LOUWAGIE, licensee employed by or associated with the Broker, represents the ☒ SELLER ☐ BUYER or ☐ BOTH SELLER AND BUYER.

N/A, CO-BROKER, and N/A, licensee employed by or associated with the Co-Broker, represents the ☐ SELLER ☒ BUYER.

BUYER(S):

SELLER(S):

By: _____ 10/1/2025 DATE By: Douglas A. Zingula 10/1/2025 DATE

By: _____ 10/1/2025 DATE By: Laura A. McHale 10/1/2025 DATE

1. PARTIES: Douglas A. Zingula and Laura A. McHale (Seller) agrees to sell and convey to _____ (Buyer), and Buyer agrees to buy from Seller the following property situated in Otter Creek Township, Linn County, Iowa, containing 76.22 Acres, more or less (M/L) and legally described as:

The W½ of the SW¼ of Section 14, Township 85 North, Range 7 West of the 5th P.M., Linn County, Iowa, subject to the public highway except that part described as follows: commencing at the SW corner of said SW¼; thence East along the south line of said SW¼ a distance of 488.12 feet to the point of beginning; thence North at a right angle a distance of 240.0 feet; thence East at a right angle a distance of 544.5 feet; thence South at a right angle a distance of 240.0 feet to the South line of said SW¼; thence West along said South line a distance of 544.5 feet to the point of beginning.

together with any easements and 100 percent of the mineral rights owned by Seller, but subject to any easements of record, zoning restrictions, FSA/NRCS cost sharing agreements and restrictive covenants. The right is reserved to insert the exact legal description as shown by the Abstract of Title.

2. TOTAL PURCHASE PRICE SHALL BE: ... 76.22 AC., M/L x \$ _____ ... \$ _____

(A) Earnest Money to be deposited upon execution of agreement with: \$ _____

☒ Real Estate Trust Account of Hertz Real Estate Services, Inc.

☐ Trust Account of N/A, Closing Agent

(B) Funds Due at Settlement On NOVEMBER 19, 2025 \$ _____

Funds due at settlement shall be by bank cashier's check or wire transfer

TOTAL PURCHASE PRICE AS NOTED ABOVE \$ _____

3. THIS OFFER CONTINGENT UPON THE ABILITY OF BUYER TO: NO CONTINGENCIES

4. **TAXES AND SPECIAL ASSESSMENTS:**

- (A) Real Estate taxes shall be prorated to DATE OF CLOSING.
- (B) Any proration of taxes shall be based upon the taxes for the year currently payable. All subsequent taxes will be paid by the Buyer.
- (C) All special assessments spread on the Treasurer's book at the time of the acceptance of this offer are to be paid by the Seller. All subsequent special assessments are to be paid by the Buyer.

5. **EARNEST MONEY:** \$ _____ is herewith tendered and is to be deposited as Earnest Money upon execution of this contract by all parties with HERTZ REAL ESTATE SERVICES as Escrow Agent. Additional Earnest Money, if any, shall be deposited with the Escrow Agent. If indicated by "yes" in the following space NO, the earnest money shall be deposited by the Broker in an interest-bearing trust account and the interest earned thereon shall accrue for the benefit of N/A with interest credited to SS# or TIN# as per attached IRS W-9 Form); otherwise, the Iowa Association of REALTORS® Foundation, a charitable non-profit entity, will receive the interest. Seller and Buyer agree that Earnest Money held in the Hertz Real Estate Services Trust Account may be disbursed to a future-specified Closing Agent within 72 hours of scheduled settlement date, or as directed by said Closing Agent, if necessitated.

6. **BROKER'S FEE:** Seller agrees to pay HERTZ REAL ESTATE SERVICES Broker, herein as follows: AS PER AUCTION AGREEMENT of the total contract sales price in cash at the closing, payable in the Broker's principal office.

7. **POSSESSION AND CLOSING:** Settlement or closing shall be on or before NOVEMBER 19, 2025, or after objections to title have been cleared. Possession of the property shall be delivered to the Buyer SEE 31(A) in its present condition, ordinary wear and tear excepted.

8. **INSURANCE:** Seller agrees to keep the buildings on said property insured at present coverage until possession is given and in the event the buildings and improvements on said real estate are destroyed or materially damaged by fire or other casualty before possession is given to Buyer, it is agreed that the insurance money received shall go to Buyer to replace or repair said damage. Buyer may obtain additional insurance.

9. **SURVEY:** This property shall **NOT** be surveyed.

10. **FIXTURES:** All personal property that integrally belongs to or is part of the real estate, whether attached or detached, such as, water pumps and systems, automatic heating equipment, electrical service cable, fencing and other attached fixtures, trees, bushes, shrubs and plants, feed bunks in the fence, installed fences and gates, propane tanks not under lease, water association rights where applicable, hog and cattle waterers in the fence or permanently installed, grain storage buildings and hog and cattle sheds on permanent foundations, auger and conveyor systems shall be considered part of real estate and included in this sale except:
NONE.

All grain, livestock, hay, silage and non-realty property on the real estate are reserved by the Seller or Seller's tenant.

11. **CONDITION OF PROPERTY:** The real estate (and any personal property contracted for) in its present condition as of date of this offer, will be preserved and delivered intact at the time possession is given. The agent makes no representations or warranties as to the physical or mechanical condition of the property, real or personal. Buyer accepts the property in its present condition.

12. **GROUNDWATER HAZARD STATEMENT:** At closing, a Groundwater Hazard Statement will be filed by the Seller(s) regarding the following items: 1. wells; 2. solid waste disposal; 3. hazardous wastes; 4. underground storage tanks; 5. private burial site and 6. private sewage disposal system located on the Property. If any of these are located on the property, they are as follows:

NONE.

Brokers, their Agents, Employees and Associates shall not be responsible for any hazardous materials which may be found on this property which have not been disclosed by the Seller(s) or any other parties in interest and are not required to give advice on matters outside the scope of their real estate license.

13. **REPRESENTATIONS:** It is understood that no representations made by the Broker or salesperson in the negotiation of this sale are being relied upon unless incorporated herein in writing and this property has not been offered or shown to Buyer by another person or agency. Buyer declares they are purchasing on their own examination and judgment and not through any representations to them made by the Seller, or their agents, as to its location, size, value, future value, income therefrom or as to its production.
14. **TIME:** In the performance of each part of this agreement, time shall be of the essence.
15. **ABSTRACT AND TITLE:** Seller at their expense, shall continue the abstract of title and deliver to Buyer for examination. The abstract shall become the property of the Buyer when the purchase price is paid in full, and shall show merchantable title in conformity with this agreement and title law of the State of Iowa and Iowa Title Standards of the Iowa State Bar Association. Each party shall pay costs of additional abstracting and/or title work due to their acts or omissions.
16. **DEED:** Upon payment of purchase price, Seller shall convey title by WARRANTY Deed(s), free and clear of liens and encumbrances, reservations, exceptions or modifications except as in this instrument otherwise expressly provided. All warranties shall extend to time of acceptance of this offer, with warranties as to acts of Seller up to time of delivery of deed. Seller to pay transfer tax.
17. **JOINT TENANCY IN PROCEEDS AND IN SECURITY RIGHTS IN REAL ESTATE:** If, and only if, the Seller(s), immediately preceding this offer, hold the title to the above described property in joint tenancy, and such joint tenancy is not later destroyed by operation of law or by acts of the Seller(s) then (1) the proceeds of this sale, and any continuing and/or recaptured rights of Seller(s) in real estate shall be and continue in Seller(s) as joint tenants with rights of survivorship and not as tenants in common; and (2) Buyer(s), in the event of the death of either Seller, agree to pay any balance of the proceeds of this sale to the surviving Seller and to accept deed from such surviving Seller.
18. **REMEDIES OF THE PARTIES---FORFEITURE---FORECLOSURE---REAL ESTATE COMMISSION:**
- (A) If the Seller(s) fails to fulfill this agreement, he/she will pay to the Broker the regular commission in full, and the Buyer shall have the right to have all payments, plus accrued interest, if any, returned or to proceed by any action or actions at law or in equity, and the Seller agrees to pay costs and attorney fees, and a receiver may be appointed.
- (B) If the Buyer fails to fulfill this agreement, the Seller may pursue forfeiture proceedings as provided in the Code of Iowa, all payments made herein shall be forfeited and the earnest money deposit shall be divided equally between Seller and Agent. Any payment to Agent under this section shall not exceed commission referred to in Paragraph 6 of this agreement.
- (C) If In addition to the foregoing remedies, either party shall be entitled to any and all other remedies, or action at law or in equity, including foreclosure or specific performance, and the party at fault shall pay costs and attorney fees, and a receiver may be appointed. Either party will pay interest at the maximum legal rate on all amounts herein as and after they become delinquent.
19. **APPROVAL OF COURT:** If this property is an asset of any estate, trust or guardianship that requires court approval for sale, this contract shall be subject to Court approval. If necessary, the appropriate fiduciary shall proceed promptly and diligently to bring the matter on for hearing for Court approval. (In that event, the Court Officer's Deed shall be used.)
20. **ALL FUNDS DEPOSITED** hereunder as part payment as herein above set forth shall be held by Broker as Closing Agent, in trust pending acceptance of this offer, examination of the abstract and delivery of deed or formal contract. Buyer authorizes the company or persons financing his/her purchase to pay all funds to Broker as Closing Agent for the Seller and Seller authorizes such Agent to accept same. It is agreed that at time of settlement, funds of the purchase price may be used by Closing Agent to pay taxes, liens and other sales or purchase expenses of Seller and Buyer to comply with the above requirements; same to be handled under supervision of the Broker as Closing Agent and subject to approval of Buyer's attorney on title questions to produce merchantable title.
21. **CONTRACT BINDING ON SUCCESSORS IN INTEREST:** This contract shall apply to and bind the successors in interest of the respective parties.
22. **TENANT:** If indicated by "yes" in the following space YES, it shall be the responsibility of Seller at Seller's expense to see to the termination of all rights of existing tenants so Buyer shall have sole possession, subject to the 2025 existing Lease, and at closing Seller shall exhibit evidence satisfactory to Buyer of such termination.
23. **CONSERVATION PROGRAM CONTRACT(S):** Seller assigns all right, title and interest in any Conservation Program contract(s) for said real estate to Buyer. Seller reserves the right to receive from the Farm Service Agency and/or Natural Resource Conservation Service office their prorated share of any Conservation Program payment(s) prorated to N/A. By acceptance hereof, Buyer, their successors and assigns, assume all obligations for compliance with the terms of said Conservation Program Contract(s).
24. **WORDS AND PHRASES** herein, including any acknowledgment hereof, shall be construed as in the singular or plural number, and as masculine, feminine or neuter gender, according to the context.
25. **WATER/SANITARY SYSTEMS:** N/A will assume all responsibilities, including costs, for compliance of all county and state regulations covering the sanitary and water systems on the property.

BUYER(S) INITIALS: _____

SELLER(S) INITIALS: _____

- Offer presented this 1st day of OCTOBER, 2025, and null and void if not accepted on or before OCTOBER 1, 2025

BUYER(S):

SELLER(S):

By: **Laura A. McHale** 10/1/2025
DATE

BUYER'S BROKER:

SELLER'S BROKER:

Email: troy1@hertz.ag