Working with Real Estate Agents

When buying or selling real estate, you may find it helpful to have a real estate agent assist you. Real estate agents can provide many useful services and work with you in different ways. In some real estate transactions, the agents work for the seller. In others, the seller and buyer may each have agents. And sometimes the same agents work for both the buyer and the seller. It is important for you to know whether an agent is representing you as your agent or simply assisting you while acting as an agent of the other party.

This brochure addresses the various types of agency relationships that may be available to you. It should help you decide which relationship you want to have with a real estate agent. It will also give you useful information about the various services real estate agents can provide buyers and sellers, and it will help explain how real estate agents are paid.

Sellers

Seller's Agent

If you are selling real estate, you may want to "list" your property for sale with a real estate firm. If so, you will sign a "listing agreement" authorizing the firm and its agents to represent you in your dealings with buyers as your *seller's agent*. You may also be asked to allow agents from other firms to help find a buyer for your property.

Be sure to read and understand the listing agreement before you sign it. Your agent must give you a copy of the listing agreement after you sign it.

Duties to Seller: The listing firm and its agents must • promote your best interests • be loyal to you • follow your lawful instructions • provide you with all material facts that could influence your decisions • use reasonable skill, care and diligence, and • account for all monies they handle for you. Once you have signed the listing agreement, the firm and its agents may not give any confidential information about you to prospective buyers or their agents without your permission so long as they represent you. But until you sign the listing agreement, you should avoid telling the listing agent anything you would not want a buyer to know.

Services and Compensation: To help you sell your property, the listing firm and its agents will offer to perform a number of services for you. These may include • helping you price your property • advertising and marketing your property • giving you all required property disclosure forms for you to complete • negotiating for you the best possible price and terms • reviewing all written offers with you and • otherwise promoting your interests.

For representing you and helping you sell your property, you will pay the listing firm a sales commission or fee. The listing agreement must state the amount or method for determining the sales commission or fee and whether you will allow the firm to share its commission with agents representing the buyer.

Dual Agent

You may even permit the listing firm and its agents to represent you and a buyer at the same time. This "dual agency relationship" is most likely to happen if an agent with your listing firm is working as a *buyer's agent* with someone who wants to purchase your property. If this occurs and you have not already agreed to a dual agency relationship in your listing agreement, your listing agent will ask you amend your listing agreement to permit the agent to act as agent for both you and the buyer.

It may be difficult for a dual agent to advance the interests of both the buyer and seller. Nevertheless, a dual agent must treat buyers and sellers fairly and equally. Although the dual agent owes them the same duties, buyers and sellers can prohibit dual agents from divulging certain confidential information about them to the other party. Some firms also offer a form of dual agency called "designated agency" where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each "designated agent" to more fully represent each party.

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STANDARD FORM 160 NC REC 3/1/2013 Some firms also offer a form of dual agency called "designated dual agency" where one agent in the firm represents the seller and another agent represents the buyer. This option (when available) may allow each "designated agent" to more fully represent each party.

If you choose the "dual agency" option, remember that since a *dual agent's* loyalty is divided between parties with competing interests, it is especially important that you have a clear understanding of • what your relationship is with the *dual agent* and • what the agent will be doing for you in the transaction. This can best be accomplished by putting the agreement in writing at the earliest possible time.

Seller's Agent Working With a Buyer

If the real estate agent or firm that you contact does not offer buyer agency or you do not want them to act as your buyer agent, you can still work with the firm and its agents. However, they will be acting as the seller's agent (or "subagent"). The agent can still help you find and purchase property and provide many of the same services as a buyer's agent. The agent must be fair with you and provide you with any "material facts" (such as a leaky roof) about properties.

(such as a leaky roof) about properties.

But remember, the agent represents the seller - not you - and therefore must try to obtain for the seller the best possible price and terms for the seller's property. Furthermore, a seller's agent is required to give the seller any information about you (even personal, financial or confidential information) that would help the seller in the sale of his or her property. Agents must tell you in writing if they are sellers' agents before you say anything that can help the seller. But until you are sure that an agent is not a seller's agent, you should avoid saying anything you do not want a seller to know.

Sellers' agents are compensated by the sellers.

Disclosure	of Seller Subagency
(Complete,	if applicable)

When showing you property and assisting you in the purchase of a property, the above agent and firm will represent the SELLER. For more information, see "Seller's Agent Working with a Buyer" in the brochure.

Agent's Initials Ac	cknowledging Disclosure: TES
For Buyer/Seller Agent Name:	T. Eyle Suicegood
License Number: _	
Firm Name:	The Swicegood Group, Inc.
Date:	4/10/18



STATE OF NORTH CAROLINA RESIDENTIAL PROPERTY AND OWNERS' ASSOCIATION DISCLOSURE STATEMENT

Instructions to Property Owners

- 1. The Residential Property Disclosure Act (G.S. 47E) ("Disclosure Act") requires owners of residential real estate (single-family homes, individual condominiums, townhouses, and the like, and buildings with up to four dwelling units) to furnish purchasers a Residential Property and Owners' Association Disclosure Statement ("Disclosure Statement"). This form is the only one approved for this purpose. A disclosure statement must be furnished in connection with the sale, exchange, option and sale under a lease with option to purchase where the tenant does not occupy or intend to occupy the dwelling. A disclosure statement is not required for some transactions, including the first sale of a dwelling which has never been inhabited and transactions of residential property made pursuant to a lease with option to purchase where the lessee occupies or intends to occupy the dwelling. For a complete list of exemptions, see G.S. 47E-2.
- You must respond to each of the questions on the following pages of this form by filling in the requested information or by placing a check (🗸) in the appropriate box. In responding to the questions, you are only obligated to disclose information about which you have actual knowledge.
 - a. If you check "Yes" for any question, you must explain your answer and either describe any problem or attach a report from an attorney, engineer, contractor, pest control operator or other expert or public agency describing it. If you attach a report, you will not be liable for any inaccurate or incomplete information contained in it so long as you were not grossly negligent in obtaining or transmitting the information.
 - b. If you check "No," you are stating that you have no actual knowledge of any problem. If you check "No" and you know there is a problem. you may be liable for making an intentional misstatement.
 - c. If you check "No Representation," you are choosing not to disclose the conditions or characteristics of the property, even if you have actual knowledge of them or should have known of them.
 - d. If you check "Yes" or "No" and something happens to the property to make your Disclosure Statement incorrect or inaccurate (for example, the roof begins to leak), you must promptly give the purchaser a corrected Disclosure Statement or correct the problem.
- 3. If you are assisted in the sale of your property by a licensed real estate broker, you are still responsible for completing and delivering the Disclosure Statement to the purchasers; and the broker must disclose any material facts about your property which he or she knows or reasonably should know, regardless of your responses on the Disclosure Statement.
- You must give the completed Disclosure Statement to the purchaser no later than the time the purchaser makes an offer to purchase your property. If you do not, the purchaser can, under certain conditions, cancel any resulting contract (See "Note to Purchasers" below). You should give the purchaser a copy of the Disclosure Statement containing your signature and keep a copy signed by the purchaser for your records.

Note to Purchasers: If the owner does not give you a Residential Property and Owner's Association Disclosure Statement by the time you make your offer to purchase the property, you may under certain conditions cancel any resulting contract without penalty to you as the purchaser. To cancel the contract, you must personally deliver or mail written notice of your decision to cancel to the owner or the owner's agent within three calendar days following your receipt of the Disclosure Statement, or three calendar days following the date of the contract, whichever occurs first. However, in no event does the Disclosure Act permit you to cancel a contract af

aft	settlement of the transaction or (in the case of a sale or exchange) after you have occupied the property, whichever occurs first.
5.	in the space below, type or print in ink the address of the property (sufficient to identify it) and your name. Then sign and date.
	Property Address: 3430 Konnoak Drive Winston Salem, NC 27127
	Owner's Name(s): Pick + Janet O'Ferrell
	Owner(s) acknowledge(s) having examined this Disclosure Statement before signing and that all information is true and correct as of the date signed.
	Owner Signature: Date 4-10-18,
	Owner Signature: Date 4-10-18,
	Purchasers acknowledge recipt of a copy of this Disclosure Statement; that they have examined it before signing; that they understand that this is not a warranty by owner or owners' agent; that it is not a substitute for any inspections they may wish to obtain; and that the representations are made by the owners and not the owners' agents or subagents. Purchasers are strongly encouraged to obtain their own inspections from a icensed home inspector or other professional. As used herein, words in the plural include the singular, as appropriate.
	Purchaser Signature: Date,
	Purchaser Signature: Date,
	4.22 Page 1 of 4

Century 21 Triad,854 Valley Road Suite 100 Mocksville,NC 27028

Phone: 336-751-2222

Kathi Wall

Property Address/Description: 3430 Konnoak Drive Winston Salem, NC 27/27

The following questions address the characteristics and condition of the property identified above about which the owner has <u>actual knowledge</u>. Where the question refers to "dwelling," it is intended to refer to the dwelling unit, or units if more than one, to be conveyed with the property. The term "dwelling unit" refers to any structure intended for human habitation.

		Yes	<u>No</u>	<u>No</u> Represei	
1.	In what year was the dwelling constructed? Explain if necessary:				
2.	Is there any problem, malfunction or defect with the dwelling's foundation, slab, fireplaces/chimneys, floors, windows (including storm windows and screens), doors, ceilings, interior and exterior walls, attached garage, patio, deck or other structural components including modifications to them?		, 	ſ t	T .
3.	The dwelling's exterior walls are made of what type of material? Brick Veneer Wood Stone Vinyl Synthetic Stucco Composition/Hardboard Concrete Fiber Cement Aluminum Asbestos Check all that apply)			Æ	
4.	In what year was the dwelling's roof covering installed? (Approximate if no records are available) Explain if necessary:			. 12	
5.	Is there any leakage or other problem with the dwelling's roof?			·	<u></u>
6.	Is there any water seepage, leakage, dampness or standing water in the dwelling's basement, crawl space, or slab?			2	
7.	Is there any problem, malfunction or defect with the dwelling's electrical system (outlets, wiring, panel, switches, fixtures, generator, etc.)?			ַ ב	
8.	$Is there any problem, \ malfunction \ or \ defect \ with \ the \ dwelling's \ plumbing \ system \ (pipes, \ fixtures, \ water \ heater, \ etc.)?$			Ę	
	Is there any problem, malfunction or defect with the dwelling's heating and/or air conditioning?				
10.	What is the dwelling's heat source?			£	2
11.	What is the dwelling's cooling source? Central Forced Air Wall/Window Unit(s) Other Check all that apply) Age of system:			C	Y
12.	What are the dwelling's fuel sources? Electricity Natural Gas Propane Oil Other (Check all that apply) If the fuel source is stored in a tank, identify whether the tank is above ground or below ground, and whether the tank is leased by seller or owned by seller. (Check all that apply)			<u>[</u>	
13.	What is the dwelling's water supply source? City/County Community System Private Well Shared Well (Check all that apply)				*
14.	The dwelling's water pipes are made of what type of material? Copper Galvanized Plastic Polybutylene Check all that apply)			U	1
15.	Is there any problem, malfunction or defect with the dwelling's water supply (including water quality, quantity, or water pressure)?			2	2
16.	What is the dwelling's sewage disposal system? Septic Tank Septic Tank with Pump Community System Connected to City/County System City/County System available Straight pipe (wastewater does not go into a septic or other sewer system [note: use of this type of system violates state law]) Other (Check all that apply)			V	ar.
17.	If the dwelling is serviced by a septic system, do you know how many bedrooms are allowed by the septic system			V.	<u></u>
10	permit? If your answer is "yes" how many bedrooms are allowed? No records available Is there any problem, malfunction or defect with the dwelling's sewer and/or septic system?			<u>[</u>	
	Is there any problem, malfunction or defect with the dwelling's central vacuum, pool, hot tub, spa, attic fan, exhaust fan,	L	Ц	L	M
	ceiling fans, sump pump, irrigation system, TV cable wiring or satellite dish, garage door openers, gas logs, or other systems?				1
20.	Is there any problem, malfunction or defect with any appliances that may be included in the conveyance (range/oven, attached microwave, hood/fan, dishwasher, disposal, etc.)?			[
	rner Initials and Date Owner Initials and Date Owner Initials and Date Owner Initials and Date	4	- 144 1	10.	-18

		Yes	No	<u>No</u> Representation
21.	. Is there any problem with present infestation of the dwelling, or damage from past infestation of wood destroying insects or organisms which has not been repaired?			
22.	. Is there any problem, malfunction or defect with the drainage, grading or soil stability of the property?			
23.	Are there any structural additions or other structural or mechanical changes to the dwelling(s) to be conveyed with the property?			
24.	Is the property to be conveyed in violation of any local zoning ordinances, restrictive covenants, or other land- use restrictions, or building codes (including the failure to obtain proper permits for room additions or other changes/improvements)?			
25.	Are there any hazardous or toxic substances, materials, or products (such as asbestos, formaldehyde, radon gas, methane gas, lead-based paint) which exceed government safety standards, any debris (whether buried or covered) or underground storage tanks, or any environmentally hazardous conditions (such as contaminated soil or water, or other environmental contamination) which affect the property?			
26.	Is there any noise, odor, smoke, etc. from commercial, industrial, or military sources which affects the property?			
27.	Is the property subject to any utility or other easements, shared driveways, party walls or encroachments from or on adjacent property?			
28.	Is the property the subject of any lawsuits, foreclosures, bankruptcy, leases or rental agreements, judgments, tax liens, proposed assessments, mechanics' liens, materialmens' liens, or notices from any governmental agency that could affect title to the property?			'
29.	Is the property the subject to a flood hazard or is the property located in a federally-designated flood hazard area?			☑ ′
30.	Does the property abut or adjoin any private road(s) or street(s)?			
31.	If there is a private road or street adjoining the property, is there in existence any owners' association or maintance agreements dealing with the maintenance of the road or street?			
eng pul Th		***********		
	lieu of providing a written explanation, you may attach a written report to this Disclosure Statement by a public age gineer, land surveyor, geologist, pest control operator, contractor, home inspector or other expert, dealing with matters blic agency's functions or the expert's license or expertise. e following questions pertain to the property identified above, including the lot to be conveyed and any dwelling trages, or other buildings located thereon.	withi	n the	scope of that eds, detached
32	gineer, land surveyor, geologist, pest control operator, contractor, home inspector or other expert, dealing with matters blic agency's functions or the expert's license or expertise. e following questions pertain to the property identified above, including the lot to be conveyed and any dwelling trages, or other buildings located thereon.	withi	n the	scope of that
32.	gineer, land surveyor, geologist, pest control operator, contractor, home inspector or other expert, dealing with matters blic agency's functions or the expert's license or expertise. e following questions pertain to the property identified above, including the lot to be conveyed and any dwelling to	withi init(s <u>Yes</u>	n the	eds, detached
32.	gineer, land surveyor, geologist, pest control operator, contractor, home inspector or other expert, dealing with matters blic agency's functions or the expert's license or expertise. To your knowledge, is the property subject to regulation by one or more owners' association(s) or governing documents which impose various mandatory covenants, conditions, and restrictions upon the lot, including, but not limited to obligations to pay regular assessments or dues and special assessments? If your answer is "yes," please provide the information requested below as to each owners' association to which the property is subject [insert N/A into any blank that does not apply]: *(specify name) whose regular assessments ("dues") are \$ per The name, address, and telephone number of the president of the owners' association or the association manager are	withi unit(s <u>Yes</u>	n the s), sho	eds, detached
*If Rej of t	gineer, land surveyor, geologist, pest control operator, contractor, home inspector or other expert, dealing with matters blic agency's functions or the expert's license or expertise. To your knowledge, is the property subject to regulation by one or more owners' association(s) or governing documents which impose various mandatory covenants, conditions, and restrictions upon the lot, including, but not limited to obligations to pay regular assessments or dues and special assessments? If your answer is "yes," please provide the information requested below as to each owners' association to which the property is subject [insert N/A into any blank that does not apply]: *(specify name) whose regular assessments ("dues") are \$ per The name, address, and telephone number of the president of the owners' association or the association manager are	withi unit(s Yes	n the No	scope of that eds, detached No Representation

33.	Are any fees charged by the association or by the association's management company in connection with the conveyance or transfer of the lot or property to a new owner? If your answer is "yes," please state the amount of the form	Yes	<u>No</u>	Representation
	the fees:			
34.	As of the date this Disclosure Statement is signed, are any dues, fees, or special assessments which have been duly approved as required by the applicable declaration or bylaws, and that are payable to an association to which the lot is subject? If your answer is "yes," please state the nature and amount of the dues, fees, or special assessments to which the property is subject:			
35.	As of the date this Disclosure Statement is signed, are there any unsatisfied judgments against, or pending lawsuits involving the property or lot to be conveyed? If your answer is "yes," please state the nature of each pending lawsuit, and the amount of each unsatisfied judgment:			
	·			
36.				
37.	Which of the following services and amenities are paid for by the owners' association(s) identified above out of the association's regular assessments ("dues")? (Check all that apply).			
		Yes	No	No Representation
	Management Fees	П		
	Exterior Building Maintenance of Property to be Conveyed.			
	Exterior Yard/Landscaping Maintenance of Lot to be Conveyed		_	
	Common Areas Maintenance			
	Trash Removal			. 🗆
			Ll	
	Recreational Amenity Maintenance (specify amenities covered)			
	Pest Treatment/Extermination.			
	Street Lights			
	Water			
	Sewer			
	Storm water Management/Drainage/Ponds			
	Internet Service			Ė
	Cable			
	Private Road Maintenance			
	Parking Area Maintenance			
	Gate and/or Security			
	Other: (specify)			·
	ner Initials and Date Owner Initials and Date OH	10	۷-	.18
Purc	chaser Initials and Date Purchaser Initials and Date			

Instructions to Property Owners

- The Residential Property Disclosure Act (G.S. 47E) ("Disclosure Act") requires owners of certain residential real estate such as single-family homes, individual condominiums, townhouses, and the like, and buildings with up to four dwelling units, to furnish purchasers a Mineral and Oil and Gas Rights Disclosure Statement ("Disclosure Statement"). This form is the only one approved for this purpose.
- 2. A disclosure statement is not required for some transactions. For a complete list of exemptions, see G.S. 47E-2(a). A DISCLOSURE STATEMENT IS REQUIRED FOR THE TRANSFERS IDENTIFIED IN G.S. 47E-2(b), including transfers involving the first sale of a dwelling never inhabited, lease with option to purchase contracts where the lessee occupies or intends to occupy the dwelling, and transfers between parties when both parties agree not to provide the Residential Property and Owner's Association Disclosure Statement.
- 3. You must respond to each of the following by placing a check $\sqrt{\ }$ in the appropriate box.

MINERAL AND OIL AND GAS RIGHTS DISCLOSURE

Mineral rights and/or oil and gas rights can be severed from the title to real property by conveyance (deed) of the mineral rights and/or oil and gas rights from the owner or by reservation of the mineral rights and/or oil and gas rights by the owner. If mineral rights and/or oil and gas rights are or will be severed from the property, the owner of those rights may have the perpetual right to drill, mine, explore, and remove any of the subsurface mineral and/or oil or gas resources on or from the property either directly from the surface of the property or from a nearby location. With regard to the severance of mineral rights and/or oil and gas rights, Seller makes the following disclosures:

Mineral rights were severed from the manager by a marriage are

No No Representation

Yes

	Buyer Initials	1. Witherar rights were severed from the property by a previous owner.	Ll	Ш	<i>7</i>
	Buyer Initials	2. Seller has severed the mineral rights from the property.		A	
	Buyer Initials	3. Seller intends to sever the mineral rights from the property prior to transfer of title to the Buyer.		ď	
	Buyer Initials	4. Oil and gas rights were severed from the property by a previous owner.			
	Buyer Initials	5. Seller has severed the oil and gas rights from the property.			
	Buyer Initials	6. Seller intends to sever the oil and gas rights from the property prior to transfer of title to Buyer.		Ø	
	,	Note to Purchasers			
Pro	you must p calendar da whichever transaction	certain conditions cancel any resulting contract without penalty to you as the purersonally deliver or mail written notice of your decision to cancel to the owner or sys following your receipt of this Disclosure Statement, or three calendar days folloccurs first. However, in no event does the Disclosure Act permit you to cancel a or (in the case of a sale or exchange) after you have occupied the property, which	the ov lowing contra ever o	wner's agg the date oct after soccurs fir	gent within three e of the contract, settlement of the est.
		Rick + Janet O' Ferrell			•
Oи		edge having examined this Disclosure Statement before signing and that all inf			ue and correct as of
Ov	vner Signature:				1- 18
Οv	vner Signature:	Janet Sterrell Date	÷_~~	L_/	0-18
une	rchaser(s) ackn derstand that th ner's agent(s) o	nowledge receipt of a copy of this Disclosure Statement; that they have exant is is not a warranty by owner or owner's agent; and that the representations as r subagent(s).	ined i re mad	it before le by the	signing; that they owner and not the
Pu	rchaser Signatu	rre: Date	÷		
Pu	rchaser Signatu	re: Date	·		•
Cer Pho	ntury 21 Triad,854 None: 336-751-2222	/alley Road Suite 100 Mocksville,NC 27028 Fax: Kathi Wall Produced with zipForm® by zipl only 18070 Fifteen Mile Boad, Fraser, Michigan 48028, www.zipl.only	y com		REC 4.25 1/1/15

LEAD-BASED PAINT OR LEAD-BASED PAINT HAZARD ADDENDUM

Buyer Initials ___ Century 21 Triad,854 Valley Road Suite 100 Mocksville,NC 27028 Kathi Wall

REALTOR® North Carolina Association of REALTORS®, Inc.

_ Seller Initials 👤

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Agent's Acknowledgement (initial) (f) Agent has informed the Seller of responsibility to ensure compliance.	the Seller's obligations under 42 U.S.C. 4852d and is aware of his/her
Certification of Accuracy The following parties have reviewed the information above by the signatory is true and accurate.	ve and certify, to the best of their knowledge, that the information provided
IN THE EVENT OF A CONFLICT BETWEEN THIS CONTROL, EXCEPT THAT IN THE CASE OF SUCH A IDENTITY OF THE BUYER OR SELLER, THE CONTR	ADDENDUM AND THE CONTRACT, THIS ADDENDUM SHALL CONFLICT AS TO THE DESCRIPTION OF THE PROPERTY OR THE ACT SHALL CONTROL.
MAKE NO REPRESENTATION AS TO THE LEGAL VANY SPECIFIC TRANSACTION. IF YOU DO NOT U	TORS®, INC. AND THE NORTH CAROLINA BAR ASSOCIATION /ALIDITY OR ADEQUACY OF ANY PROVISION OF THIS FORM IN NDERSTAND THIS FORM OR FEEL THAT IT DOES NOT PROVIDE TO A NORTH CAROLINA REAL ESTATE ATTORNEY BEFORE YOU
Buyer:	Date:
	Date:
Entity Buyer:	
Ву:	
Name:	Title:
Agent:	Date:
Seller Jon D. Senell	Date: 4-10-18
Seller: Jand 6' Famele	Date: 4-10-18 Date: 4-10-18
Entity Seller: (Name of LLC/Corporation/Partnership/Trus	rt/etc.)
Ву:	Date:
	Title:
Agent:	Date:

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