



# LISTING BROKER'S OFFER OF COOPERATIVE COMPENSATION

(This form shall not be uploaded to the Multiple Listing Service)

Seller(s): Cole Construction Company Inc.

Listing Broker: Krauss Real Property Brokerage

Property Address: Wilson Rd, White Hall MD Tax ID # 1013085050 (15.42 Ac) and Tax ID #2000006597 (.2819 Ac)

This agreement serves as confirmation of the cooperative compensation offered by Listing Broker to Buyer Brokers ~~or Subagents~~ in relation to the sale of the property noted above. The Listing Broker shall pay the cooperative compensation to a Buyer Broker ~~or Subagent~~ who completes performance specified herein. Seller acknowledges that the offer of cooperative compensation is fully negotiable and not fixed by law or established by any membership organization with which Listing Broker is affiliated.

1. In the event of a ~~sale or exchange~~ of the above property is made to a buyer produced or assisted by a Buyer Broker ~~or Subagent~~, Seller has authorized Listing Broker to pay cooperative compensation to the Buyer Broker ~~or Subagent~~. Buyer's Broker shall provide evidence to Listing Broker at the time Buyer and Seller enter in a Contract of Sale for the Property that Buyer's Broker <sup>is Buyer's exclusive Buyer's Broker.</sup>
2. Listing Broker shall pay cooperative compensation to the Buyer Broker in the amount of \$ \_\_\_\_\_ or 2.5 % of the purchase price.
3. Listing Broker shall pay cooperative compensation to the Subagent in the amount of \$ \_\_\_\_\_ or 0 % of the purchase price.
4. The source of compensation does not affect the agency relationships between a buyer and Seller and their respective real estate brokers.
5. Nothing herein shall make a Buyer's Broker <sup>Listing Broker</sup> or ~~Subagent~~ a party to the Contract of Sale. Buyer's Broker or Subagent shall be an intended third-party beneficiary of the right to be paid compensation from the Listing Broker herein.
6. The cooperative compensation earned by Buyer Broker ~~or Subagent~~ <sup>only upon</sup> shall be paid ~~at settlement~~ from the proceeds of the transaction. <sup>Settlement of the Property and Listing Broker's receipt of compensation is a condition precedent to the payment of compensation from Listing Broker to Buyer's Broker.</sup>
7. In the event of a conflict relating to cooperative compensation between a Contract of Sale and this Offer of Cooperative Compensation, this Offer of Cooperative Compensation shall control.

\_\_\_\_\_  
Buyer Broker (Company Name)

\_\_\_\_\_  
Buyer Broker/Authorized Representative Signature Date

\_\_\_\_\_  
Buyer Signature Date

\_\_\_\_\_  
Buyer Signature Date

\_\_\_\_\_  
Subagent (Company Name)

\_\_\_\_\_  
Subagent's Broker/Authorized Representative Signature Date

Krauss Real Property Brokerage  
Listing Broker (Company Name)

Docusign by:  
Jonathan Schmitt, Broker 12/23/2025

\_\_\_\_\_  
Listing Broker/Authorized Representative Signature Date

John J. Cochet 1-12-2026  
Seller Signature Date  
PRES COLE CONST CO INC

\_\_\_\_\_  
Seller Signature Date

