

# PURCHASE AND SALE AGREEMENT

1 **1. Purchase and Sale.** For and in consideration of the mutual covenants herein and other good and valuable consideration,  
2 the receipt and sufficiency of which is hereby acknowledged, the undersigned buyer

3 \_\_\_\_\_ (“Buyer”) agrees to buy and the  
4 undersigned seller \_\_\_\_\_ (“Seller”)

5 agrees to sell all that tract or parcel of land, with such improvements as are located thereon, described as follows:

6 All that tract of land known as: \_\_\_\_\_  
7 (Address) \_\_\_\_\_ (City), Tennessee, \_\_\_\_\_ (Zip), as recorded in  
8 \_\_\_\_\_ County Register of Deeds Office, \_\_\_\_\_ deed book(s), \_\_\_\_\_ page(s),  
9 and/or \_\_\_\_\_ instrument number and as further described as:

10 \_\_\_\_\_ together with all  
11 fixtures, landscaping, improvements, and appurtenances, all being hereinafter collectively referred to as the “Property.”

12 **A. INCLUDED** as part of the Property (if present): all attached light fixtures and bulbs including ceiling fans;  
13 permanently attached plate glass mirrors; heating, cooling, and plumbing fixtures and equipment; all doors, storm  
14 doors and windows; all window treatments (e.g., shutters, blinds, shades, curtains, draperies) and hardware; all wall-  
15 to-wall carpet; range; all built-in kitchen appliances; all bathroom fixtures and bathroom mirrors; all gas logs, fireplace  
16 doors and attached screens; all security system components and controls; garage door opener(s) and all (at least \_\_\_\_)  
17 remote controls; any wired electric vehicle wall charging stations; swimming pool and its equipment; awnings;  
18 permanently installed outdoor cooking grills; all landscaping and all outdoor lighting; mailbox(es); attached basketball  
19 goals and backboards; TV mounting brackets (inclusive of wall mount and TV brackets) but excluding flat screen  
20 TVs); antennae and satellite dishes (excluding components); central vacuum systems and attachments; and all  
21 available keys, key fobs, access codes, master codes or other methods necessary for access to the Property, including  
22 mailboxes and/or amenities.

23 **B. Other items that REMAIN** with the Property at no additional cost to Buyer:

24 \_\_\_\_\_  
25 \_\_\_\_\_  
26 **C. Items that SHALL NOT REMAIN** with the Property:

27 \_\_\_\_\_  
28 \_\_\_\_\_  
29 **D. LEASED ITEMS:** Leased items that remain with the Property: (e.g., security systems, water softener systems, fuel  
30 tank, etc.): \_\_\_\_\_.

31 Buyer shall assume any and all lease payments as of Closing. If leases are not assumable, the balance shall be paid in  
32 full by Seller at or before Closing.

33  Buyer does not wish to assume a leased item. **(THIS BOX MUST BE CHECKED IN ORDER FOR IT TO  
34 BE A PART OF THIS AGREEMENT.)**

35 Buyer does not wish to assume Seller’s current lease of \_\_\_\_\_;  
36 therefore, Seller shall have said lease cancelled and leased items removed from Property prior to Closing.

37 **E. FUEL:** Fuel, if any, shall be adjusted and charged to Buyer and credited to Seller at Closing at current market prices.

38 **2. Purchase Price, Method of Payment and Closing Expenses.** Buyer warrants that, except as may be otherwise provided  
39 herein, Buyer shall at Closing have sufficient cash to complete the purchase of the Property under the terms of  
40 this Purchase and Sale Agreement (hereinafter “Agreement”). The purchase price to be paid is: \$ \_\_\_\_\_,

41 \_\_\_\_\_ U.S. Dollars, (“Purchase Price”) which  
42 shall be disbursed to Seller or Seller’s Closing Agency by one of the following methods:

- 43 **i.** a Federal Reserve Bank wire transfer;  
44 **ii.** a Cashier’s Check issued by a financial institution as defined in 12 CFR § 229.2(i); OR  
45 **iii.** other such form as is approved in writing by Seller.

46 **A. Financial Contingency – Loan(s) To Be Obtained.** This Agreement is conditioned upon Buyer’s ability to obtain  
47 a loan(s) in the principal amount up to \_\_\_\_\_% of the Purchase Price listed above to be secured by a deed of trust  
48 on the Property. “Ability to obtain” as used herein means that Buyer is qualified to receive the loan described herein

49 based upon Lender's customary and standard underwriting criteria. In consideration of Buyer, having acted in good  
50 faith and in accordance with the terms below, being unable to obtain financing by the Closing Date, the sufficiency of  
51 such consideration being hereby acknowledged, Buyer may terminate this Agreement by providing written notice via  
52 the Notification form or equivalent written notice. Seller shall have the right to request any supporting documentation  
53 regarding loan denial. Upon termination, Buyer is entitled to a refund of the Earnest Money/Trust Money. Lender is  
54 defined herein as the financial institution funding the loan.

55 The loan shall be of the type selected below (**Select the appropriate box.**):

- 56  Conventional Loan  FHA Loan; attach addendum  
57  VA Loan; attach addendum  Rural Development/USDA  
58  Other \_\_\_\_\_

59 Buyer may apply for a loan with different terms and conditions and also Close the transaction provided all other terms  
60 and conditions of this Agreement are fulfilled, and the new loan does not increase any costs charged to Seller. Buyer  
61 shall be obligated to Close this transaction if Buyer has the ability to obtain a loan with terms as described herein  
62 and/or any other loan for which Buyer has applied and been approved.

63 **Loan Obligations: The Buyer agrees and/or certifies as follows:**

- 64 (1) Within three (3) days after the Binding Agreement Date, Buyer shall make application for the loan and shall  
65 pay for credit report. Buyer shall immediately notify Seller or Seller's representative of having applied for  
66 the loan and provide Lender's name and contact information, and that Buyer has instructed Lender to order  
67 credit report. Such certifications shall be made via the Notification form or equivalent written notice;
- 68 (2) Within fourteen (14) days after the Binding Agreement Date, Buyer shall warrant and represent to Seller via  
69 the Notification form or equivalent written notice that:
- 70 a. Buyer has secured evidence of hazard insurance which shall be effective at Closing and Buyer shall  
71 notify Seller of the name of the hazard insurance company;
  - 72 b. Buyer has notified Lender of an Intent to Proceed and has available funds to Close per the signed  
73 Loan Estimate; and
  - 74 c. Buyer has requested that the appraisal be ordered and affirms that the appraisal fee has been paid.
- 75 (3) Buyer shall pursue qualification for and approval of the loan diligently and in good faith;
- 76 (4) Buyer shall continually and immediately provide requested documentation to Lender and/or loan originator;
- 77 (5) Unless otherwise stated in this Agreement, Buyer represents that this loan is not contingent upon the lease or  
78 sale of any other real property and the same shall not be used as the basis for loan denial; and
- 79 (6) Buyer shall not intentionally make any material changes in Buyer's financial condition which would  
80 adversely affect Buyer's ability to obtain the Primary Loan or any other loan referenced herein.

81 Should Buyer fail to timely comply with section 2.A.(1) and/or 2.A.(2) above **and provide notice as required**, Seller  
82 may make written demand for compliance via the Notification form or equivalent written notice. If Buyer does not  
83 furnish Seller the requested documentation within two (2) days after such demand for compliance, Buyer shall be  
84 considered in default and Seller has the right to terminate this Agreement. If the Seller fails to terminate before the  
85 Buyer cures, then that right has been waived.

86  **B. Financing Contingency Waived (THIS BOX MUST BE CHECKED TO BE PART OF THIS AGREEMENT.)**

87 (e.g. "All Cash", etc.): Buyer's obligation to close shall not be subject to any financial contingency. Buyer reserves  
88 the right to obtain a loan. Buyer shall furnish proof of available funds to close in the following manner:

89 \_\_\_\_\_ (e.g. bank statement, Lender's commitment letter) within five (5) days  
90 after Binding Agreement Date. Should Buyer fail to do so, Seller may make written demand for compliance via the  
91 Notification form or equivalent written notice. If Buyer does not furnish Seller with the requested documentation  
92 within two (2) days after such demand for compliance, Buyer shall be considered in default and Seller has the right to  
93 terminate this Agreement. If the Seller fails to terminate before the Buyer cures, then that right has been waived.  
94 Failure to Close due to lack of funds shall be considered default by Buyer.

95 In the event this Agreement is contingent upon an appraisal (See Section 2.C. below), Buyer must order the appraisal  
96 and provide Seller with the name and telephone number of the appraisal company and proof that appraisal was ordered  
97 within five (5) days of the Binding Agreement Date. Should Buyer fail to do so, Seller may make written demand for  
98 compliance via the Notification form or equivalent written notice. If Buyer does not furnish Seller with the requested  
99 documentation within two (2) days after such demand for compliance, Buyer shall be considered in default and Seller  
100 has the right to terminate this Agreement. If the Seller fails to terminate before the Buyer cures, then that right has  
101 been waived.

102 **C. Appraisal (Select either 1 or 2 below. The sections not checked are not a part of this Agreement).**

- 103  **1.** This Agreement **IS NOT** contingent upon the appraised value either equaling or exceeding the agreed upon

This form is copyrighted and may only be used in real estate transactions in which \_\_\_\_\_ is involved as a Tennessee REALTORS® authorized user. Unauthorized use of the form may result in legal sanctions being brought against the user and should be reported to Tennessee REALTORS® at 615- 321-1477.

104 Purchase Price. Thereafter, failure to appraise shall not be used as the basis for loan denial or termination of  
 105 Agreement.

106 □ 2. This Agreement **IS CONTINGENT** upon the appraised value either equaling or exceeding the agreed  
 107 upon Purchase Price. If the appraised value is equal to or exceeds Purchase Price, this contingency is satisfied.  
 108 In consideration of Buyer having conducted an appraisal, the sufficiency of such consideration being hereby  
 109 acknowledged, if the appraised value of the Property does not equal or exceed the Purchase Price, Buyer  
 110 shall promptly notify the Seller via the Notification form or equivalent written notice. Buyer shall then have  
 111 three (3) days to either:

112 1. waive the appraisal contingency via the Notification form or equivalent written notice  
 113 **OR**  
 114 2. terminate the Agreement by giving notice to Seller via the Notification Form or equivalent written  
 115 notice. Upon timely termination, Buyer is entitled to a refund of the Earnest Money/Trust Money.  
 116 In the event Buyer fails to either waive the appraisal contingency or terminate the Agreement as set forth  
 117 above, this contingency shall be deemed satisfied. Thereafter, failure to appraise shall not be used as the basis  
 118 for loan denial or termination of Agreement. Seller shall have the right to request any supporting  
 119 documentation showing appraised value did not equal or exceed the agreed upon Purchase Price.

120 **D. Closing Expenses.**

121 1. **Seller Expenses.** Seller shall pay all existing loans and/or liens affecting the Property, including all penalties,  
 122 release preparation costs, and applicable recording costs; any accrued and/or outstanding association dues or fees;  
 123 fee (if any) to obtain lien payoff/estoppel letters/statement of accounts from any and all associations, property  
 124 management companies, mortgage holders or other liens affecting the Property; Seller's closing fee, document  
 125 preparation fee and/or attorney's fees; fee for preparation of deed; notary fee on deed; and financial institution  
 126 (Bank, Credit Union, etc.) wire transfer fee or commercial courier service fee related to the disbursement of any  
 127 lien payoff(s). Seller additionally agrees to permit any withholdings and/or to pay any additional sum due as is  
 128 required under the Foreign Investment in Real Property Tax Act. Failure to do so shall constitute a default by  
 129 Seller.

130 **In the event Seller is subject to Tax Withholding as required by the Foreign Investment in Real Property**  
 131 **Tax Act, (hereinafter "FIRPTA"), Seller additionally agrees that such Tax Withholding must be collected**  
 132 **from Seller by Buyer's Closing Agent at the time of Closing.** In the event Seller is not subject to FIRPTA,  
 133 Seller shall be required as a condition of Closing to sign appropriate affidavits certifying that Seller is not subject  
 134 to FIRPTA. *It is Seller's responsibility to seek independent tax advice or counsel prior to the Closing Date*  
 135 *regarding such tax matters.*

136 2. **Buyer Expenses.** Buyer shall pay all transfer taxes and recording fees on deed of conveyance and deed of trust;  
 137 Buyer's closing fee, document preparation fee and/or attorney's fees; preparation of note, deed of trust, and other  
 138 loan documents; mortgage loan inspection or boundary line survey; credit report; required premiums for private  
 139 mortgage, hazard and flood insurance; required reserved deposits for insurance premiums and taxes; prepaid  
 140 interest; re-inspection fees pursuant to appraisal; insured Closing Protection Letter; association fees as stated  
 141 within section 4.F.; and any costs incident to obtaining and closing a loan, including but not limited to: appraisal,  
 142 origination, discount points, application, commitment, underwriting, document review, courier, assignment,  
 143 photo, tax service, notary fees, and any wire fee or other charge imposed for the disbursement of the Seller's  
 144 proceeds according to the terms of this Agreement.

145 3. **Title Expenses.** Cost of title search, mortgagee's policy and owner's policy (rates to be as filed with the  
 146 Tennessee Department of Commerce and Insurance) shall be paid as follows:

147 \_\_\_\_\_  
 148 Simultaneous issue rates shall apply. It is the Buyer's responsibility to seek independent advice or counsel prior  
 149 to Closing from Buyer's Closing Agency regarding the availability and coverage provided under an American  
 150 Land Title Association Standard Owner's Insurance Policy and, if available, a Homeowner's Title Insurance  
 151 Policy which provides additional coverage.

152 **Not all of the above items (Seller Expenses, Buyer Expenses and Title Expenses) are applicable to every transaction**  
 153 **and may be modified as follows:**

154 \_\_\_\_\_  
 155 \_\_\_\_\_  
 156 \_\_\_\_\_  
 157 \_\_\_\_\_

158 **Closing Agency for Buyer & Contact Information:** \_\_\_\_\_  
 159 \_\_\_\_\_

160 Closing Agency for Seller & Contact Information: \_\_\_\_\_  
161 \_\_\_\_\_

162 3. **Earnest Money/Trust Money.** Buyer has paid or shall pay within \_\_\_\_\_ days after the Binding Agreement Date to  
163 \_\_\_\_\_ (name of Holder) (“Holder”) located at  
164 \_\_\_\_\_ (address of Holder), an Earnest  
165 Money/Trust Money deposit of \$ \_\_\_\_\_ by check (OR  
166 \_\_\_\_\_) (“Earnest Money/Trust Money”).

167 **A. Failure to Receive Earnest Money/Trust Money.** In the event Earnest Money/Trust Money (if applicable) is not  
168 timely received by Holder or Earnest Money/Trust Money check or other instrument is not honored for any reason by  
169 the bank upon which it is drawn, Holder shall promptly notify Buyer and Seller of the Buyer’s failure to deposit the  
170 agreed upon Earnest Money/Trust Money. Buyer shall then have one (1) day to deliver Earnest Money/Trust Money  
171 in immediately available funds to Holder. In the event Buyer does not deliver such funds, Buyer is in default and  
172 Seller shall have the right to terminate this Agreement by delivering to Buyer or Buyer’s representative written notice  
173 via the Notification form or equivalent written notice. In the event Buyer delivers the Earnest Money/Trust Money in  
174 immediately available funds to Holder before Seller elects to terminate, Seller shall be deemed to have waived Seller’s  
175 right to terminate, and the Agreement shall remain in full force and effect.

176 **B. Handling of Earnest Money/Trust Money upon Receipt by Holder.** Earnest Money/Trust Money (if applicable) is  
177 to be deposited promptly after the Binding Agreement Date or the agreed upon delivery date in this Earnest  
178 Money/Trust Money section or as specified in the Special Stipulations section contained herein. Holder shall disburse  
179 Earnest Money/Trust Money only as follows:

- 180 (a) at Closing to be applied as a credit toward Buyer’s Purchase Price;
- 181 (b) upon a written agreement signed by all parties having an interest in the funds;
- 182 (c) upon order of a court or arbitrator having jurisdiction over any dispute involving the Earnest  
183 Money/Trust Money;
- 184 (d) upon a reasonable interpretation of the Agreement; or
- 185 (e) upon the filing of an interpleader action with payment to be made to the clerk of the court having  
186 jurisdiction over the matter.

187 Holder shall be reimbursed for, and may deduct from any funds interpleaded, its costs and expenses, including  
188 reasonable attorney’s fees. The prevailing party in the interpleader action shall be entitled to collect from the other  
189 party the costs and expenses reimbursed to Holder. No party shall seek damages from Holder (nor shall Holder be  
190 liable for the same) for any matter arising out of or related to the performance of Holder’s duties under this Earnest  
191 Money/Trust Money section. Earnest Money/Trust Money shall not be disbursed prior to fourteen (14) days after  
192 deposit unless written evidence of clearance by bank is provided.

193 4. **Closing, Prorations, Special Assessments and Warranties Transfer.**

194 **A. Closing Date.** This transaction shall be closed (“Closed”) (evidenced by delivery of warranty deed and payment of  
195 Purchase Price, the “Closing”), and this Agreement shall expire, at 11:59 p.m. local time on the \_\_\_\_\_ day of  
196 \_\_\_\_\_, \_\_\_\_\_ (“Closing Date”), or on such earlier date as may be agreed to by the  
197 parties in writing. Such expiration does not extinguish a party’s right to pursue remedies in the event of default. Any  
198 extension of this date must be agreed to by the parties in writing via the Closing Date/Possession Date Amendment or  
199 equivalent written agreement.

200 **1. Possession.** Possession of the Property is to be given (**Select the appropriate boxes below. Unselected items  
201 shall not be part of this Agreement**):

- 202  at Closing as evidenced by delivery of warranty deed and payment of Purchase Price;

203 **OR**

- 204  as agreed in the attached and incorporated Temporary Occupancy Agreement;

205 **B. Prorations.** Real estate taxes, rents, dues, maintenance fees, and association fees on said Property for the calendar  
206 year in which the sale is Closed shall be prorated as of the Closing Date. If the final tax rate for the current year has  
207 not been set by the Taxing Authority at time of Closing, the tax rate and property assessment for the immediately  
208 preceding calendar year shall be utilized for calculation of the tax proration. In the event of a change or reassessment  
209 of taxes for the calendar year after Closing, the parties agree to pay their recalculated share. Real estate taxes, rents,  
210 dues, maintenance fees, and association fees for prior years and rollback taxes, if any, shall be paid by Seller.

211 **C. Greenbelt.** If property is currently classified by the property tax assessor as “Greenbelt” (minimum of 15 acres or  
212 otherwise qualifies), does the Buyer intend to keep the property in the Greenbelt? (**Select the appropriate boxes  
213 below. Unselected items shall not be part of this Agreement**):

- 214           □ Buyer intends to maintain the property's Greenbelt classification and acknowledges that it is Buyer's  
215 responsibility to make timely and proper application to ensure such status. Buyer's failure to timely and properly  
216 make application shall result in the assessment of rollback taxes for which Buyer shall be obligated to pay. Buyer  
217 should consult the tax assessor for the county where the property is located prior to making this offer to verify  
218 that their intended use shall qualify for Greenbelt classification.
- 219           □ Buyer does not intend to maintain the property's Greenbelt status and rollback taxes shall be payable by the Seller  
220 at time of closing.

221 **D. Special Assessments.** Special assessments approved or levied prior to the Closing Date shall be paid by the Seller at  
222 or prior to Closing unless otherwise agreed as follows:  
223 \_\_\_\_\_.

224 **E. Warranties Transfer.** Seller, at the option of Buyer and at Buyer's cost, agrees to transfer Seller's interest in any  
225 manufacturer's warranties, service contracts, termite bond or treatment guarantee and/or similar warranties which by  
226 their terms may be transferable to Buyer.

227 **F. Association Fees.** Buyer shall be responsible for all homeowner or condominium association transfer fees, related  
228 administration fees (not including statement of accounts), capital expenditures/contributions incurred due to the  
229 transfer of Property and/or like expenses which are required by the association, property management company and/or  
230 the bylaws, declarations or covenants for the Property (unless otherwise specifically addressed herein and/or unless  
231 specifically chargeable to Seller under applicable bylaws, declarations, and/or neighborhood covenants).

## 232 5. Title and Conveyance.

233 **A.** Seller warrants that at the time of Closing, Seller shall convey or cause to be conveyed to Buyer or Buyer's assign(s)  
234 good and marketable title to said Property by general warranty deed, subject only to:

- 235           (1) zoning;  
236           (2) setback requirements and general utility, sewer, and drainage easements of record on the Binding Agreement  
237           Date upon which the improvements do not encroach;  
238           (3) subdivision and/or condominium declarations, covenants, restrictions, and easements of record on the  
239           Binding Agreement Date; and  
240           (4) leases and other encumbrances specified in this Agreement.

241 If title examination, closing or loan survey pursuant to Tenn. Code Ann. § 62-18-126, boundary line survey, or other  
242 information discloses material defects, Buyer may, at Buyer's discretion:

- 243           (1) accept the Property with the defects **OR**  
244           (2) require Seller to remedy such defects prior to the Closing Date. Buyer shall provide Seller with written notice  
245 of such defects via the Notification form or equivalent written notice. If defects are not remedied prior to  
246 Closing Date, Buyer and Seller may elect to extend the Closing Date by mutual written agreement evidenced  
247 by the Closing Date/Possession Amendment form or other written equivalent. If defects are not remedied by  
248 the Closing Date or any mutually agreed upon extension thereof, this Agreement shall terminate, and Buyer  
249 shall be entitled to refund of Earnest Money/Trust Money.

250 Good and marketable title as used herein shall mean title which a title insurance company licensed to do business in  
251 Tennessee shall insure at its regular rates, subject only to standard exceptions. The title search or abstract used for the  
252 purpose of evidencing good and marketable title must be acceptable to the title insurance agent and the issuing title  
253 insurance company. Seller agrees to execute such appropriate affidavits and instruments as may be required by the  
254 issuing title insurance company.

255 **B.** Buyer warrants Buyer has reviewed Tenn. Code Ann. Title 66, Chapter 2, Part 3 and is not a prohibited foreign party  
256 or prohibited foreign-party controlled business prohibited from purchasing agricultural or non-agricultural land in  
257 Tennessee pursuant to the statute.

258 **C. Deed.** Name(s) on Deed to be: \_\_\_\_\_ It  
259 is the Buyer's responsibility to consult the closing agency or attorney prior to Closing as to the manner in which Buyer  
260 holds title.

261 **D. Association Lien Payoff.** In the event the Property is subject to mandatory association assessments or other fees,  
262 which may impose a lien, Seller shall cause to be delivered to Buyer or Buyer's Closing Agent not later than seven  
263 (7) days before Closing a lien payoff, estoppel letter or a statement of account reflecting that the account relating to  
264 the Property is current or setting forth the sum due to bring the account current.

## 265 6. Public Water or Public Sewer Systems

266 In the event it is discovered that Public Water or Public Sewer System is accessible to the Property and connection to the  
267 Property is required by a governmental agency/authority or Lender, Buyer shall promptly notify the Seller via the

268 Notification form or equivalent written notice. Seller and Buyer shall have five (5) days following such written notice but  
269 not later than the Closing Date to negotiate in good faith the payment for the cost and the connection to the Public Water  
270 or Public Sewer System. In the event Seller and Buyer do not reach a mutual written agreement for the payment of such  
271 cost or a mutually agreeable written extension of such time period as evidenced in an Amendment to this Agreement signed  
272 by both parties within such period of time, this Agreement is hereby terminated. If terminated the Buyer is entitled to a  
273 refund of the Earnest Money/Trust Money.

274 **7. Lead-Based Paint Disclosure (Select the appropriate box.)**

275  does not apply.  does apply (Property built prior to 1978 – see attached Lead-Based Paint Disclosure)

276 **8. Inspections.**

277 **A. Buyer's Right to Make Inspection(s). All inspections/reports, including but not limited to the home inspection**  
278 **report, those required/recommended in the home inspection report, Wood Destroying Insect Infestation**  
279 **Inspection Report, septic inspection and well water test, are to be made at Buyer's expense, unless otherwise**  
280 **stipulated in this Agreement.** The parties hereto agree that in the event Buyer shall elect to contract with a third-  
281 party inspector to obtain a "Home Inspection" as defined by Tennessee law, said inspection shall be conducted by a  
282 licensed Home Inspector. However, nothing in this section shall preclude Buyer from conducting any inspections on  
283 Buyer's own behalf, nor shall it preclude Buyer from retaining a qualified (and if required by law, licensed)  
284 professional to conduct inspections of particular systems or issues within such professional's expertise or licensure,  
285 including but not limited to inspection of the heating/cooling systems, electrical systems, foundation, etc., so long as  
286 said professional is not in violation of Tenn. Code Ann. § 62-6-301, et seq. as may be amended. **Seller shall cause**  
287 **all utility services and any pool, spa, and similar items to be operational so that Buyer may complete all**  
288 **inspections and tests under this Agreement.** Buyer agrees to indemnify Seller from the acts of Buyer, Buyer's  
289 inspectors and/or representatives in exercising Buyer's rights under this Purchase and Sale Agreement. Buyer's  
290 obligations to indemnify Seller shall also survive the termination of this Agreement by either party, which shall remain  
291 enforceable.

292 **Buyer waives any objections to matters of purely cosmetic nature (e.g. decorative, color or finish items)**  
293 **disclosed by inspection. Buyer has no right to require repairs or alterations purely to meet current building**  
294 **codes, unless required to do so by governmental authorities.**

295 **B. Initial Inspections.** Buyer and/or Buyer's inspectors/representatives shall have the right and responsibility to enter  
296 the Property during normal business hours, for the purpose of making inspections and/or tests of the Property. Buyer  
297 and/or Buyer's inspectors/representatives shall have the right to perform a visual analysis of the condition of the  
298 Property, any reasonably accessible installed components, the operation of the Property's systems including but not  
299 limited to the following components: heating systems, cooling systems, electrical systems, plumbing systems,  
300 structural components, foundations, roof coverings, exterior and interior components, any other site aspects that affect  
301 the Property, and environmental issues (e.g. radon, mold, asbestos, etc.).

302 **C. Wood Destroying Insect Infestation Inspection Report.** If desired by Buyer or required by Buyer's Lender, it shall  
303 be Buyer's responsibility to obtain *at Buyer's expense* a Wood Destroying Insect Infestation Inspection Report (the  
304 "Report"), which shall be made by a Tennessee licensed and chartered pest control operator. Requests for treatment  
305 or for repair of damage, if any, should be addressed in the Buyer's request for repairs pursuant to Subsection 8.D.,  
306 Buyer's Inspection and Resolution below.

307 **D. Buyer's Inspection and Resolution.** Within \_\_\_\_\_ days after the Binding Agreement Date ("Inspection Period"),  
308 Buyer shall cause to be conducted any inspection provided for herein, including but not limited to the Wood  
309 Destroying Insect Infestation Inspection Report **AND** shall provide written notice of such to Seller as described below.  
310 ***In the event Buyer fails to timely make such inspections and respond within said timeframe as described herein,***  
311 ***the Buyer shall have forfeited any rights provided under this Section 8, and in such case shall accept the Property***  
312 ***in its current condition, normal wear and tear excepted.***

313 **In said notice Buyer shall either:**

314 (1) In consideration of Buyer having conducted Buyer's good faith inspections as provided for herein, the  
315 sufficiency of such consideration being hereby acknowledged, Buyer shall furnish Seller with a list of written  
316 specified objections and immediately terminate this Agreement via the Notification form or equivalent  
317 written notice. All Earnest Money/Trust Money shall be returned to Buyer upon termination.

318 **OR**

319 (2) accept the Property in its present "AS IS" condition with any and all faults and no warranties expressed or  
320 implied via the Notification form or equivalent written notice. Seller has no obligation to make repairs.

321 **OR**

322 (3) furnish Seller a written list of items which Buyer requires to be repaired and/or replaced with like quality or  
323 value in a professional and workmanlike manner via the Repair/Replacement Proposal or equivalent written  
324 notice. Seller shall have the right to request any supporting documentation that substantiates any item listed.  
325 Resolution Period. Seller and Buyer shall then have a period of \_\_\_\_\_ days following receipt of  
326 the above stated written list (“Resolution Period”) to reach a mutual agreement as to the items to be  
327 repaired or replaced with like quality or value by Seller, which shall be evidenced by the Repair /  
328 Replacement Amendment or written equivalent(s). The receipt by Seller of the above stated written  
329 list or Repair/Replacement Proposal marks the end of the Inspection Period and the beginning of  
330 the Resolution Period. ***The parties agree to negotiate repairs in good faith during the Resolution***  
331 ***Period.*** Buyer reserves the right to withdraw the above stated written list or Repair/Replacement  
332 Proposal during the Resolution Period via the Notification form or equivalent written notice. Upon  
333 withdrawal, Buyer shall be deemed to have accepted the Property in its present “AS IS” condition  
334 and Seller shall have no obligation to make repairs.

335 **This Agreement shall terminate at the end of the Resolution Period with a refund of**  
336 **Earnest Money/Trust Money to the Buyer, unless one of the following occurs:**

337 (1) Seller and Buyer enter into a Repair/Replacement Amendment or written equivalent(s);  
338 OR  
339 (2) Buyer provides written notice to Seller that Buyer is accepting Property “AS IS”;  
340 OR  
341 (3) Seller and Buyer enter into a written amendment extending the Resolution Period.

342  Buyer waives the option to request items to be repaired and/or replaced under D (3) above and there shall be no  
343 Resolution Period. Buyer retains the right to perform Buyer’s Inspections and to timely furnish Seller with a list  
344 of written specified objections and immediately terminate this Agreement as provided in D (1) above or accept  
345 the Property in its present AS IS condition as provided under D (2) above.

346  **E. Waiver of All Inspections. THIS BOX MUST BE CHECKED TO BE PART OF THIS AGREEMENT.**  
347 **Buyer, having been advised of the benefits of inspections, waives any and all Inspection Rights under this**  
348 **Section 8 (including but not limited to the Wood Destroying Insect Infestation Inspection Report).**

349 **9. Completion of Repairs.** In the event a Completion of Repairs Deadline is not established in a Repair/ Replacement  
350 Amendment or written equivalent, the Buyer shall use the Final Inspection to determine that all repairs/ replacements  
351 agreed to during the Resolution Period, if any, have been completed.

352 In the event repairs have not been completed by the established deadline, Seller shall be considered in default of this  
353 Agreement and Buyer may terminate via the Notification Form or written equivalent. Upon termination, Earnest Money/  
354 Trust Money shall be returned to Buyer.

355 **10. Final Inspection.** Buyer and/or Buyer’s inspectors/representatives shall have the right to conduct a final inspection of  
356 Property on the Closing Date or within \_\_\_ day(s) prior to the Closing Date only to confirm Property is in the same or  
357 better condition as it was on the Binding Agreement Date, normal wear and tear excepted. Property shall remain in such  
358 condition until Closing at Seller’s expense.

359 **Closing of this sale constitutes acceptance of Property in its condition as of the time of Closing, unless otherwise**  
360 **mutually agreed upon in writing.**

361 **11. Buyer’s Additional Due Diligence Options.** If any of the matters below are of concern to Buyer, Buyer should address  
362 the concern by specific contingency in the Special Stipulations Section of this Agreement.

363 **A. Survey and Flood Certification.** Survey Work and Flood Certifications are the best means of identifying boundary  
364 lines and/or encroachments and easements or flood zone classifications. Buyer may obtain a Mortgage Inspection or  
365 Boundary Line Survey and Flood Zone Certifications.

366 **B. Insurability.** Many different issues can affect the insurability and the rates of insurance for property. These include  
367 factors such as changes in the Flood Zone Certifications, changes to the earthquake zones maps, the insurability of the  
368 buyer, and previous claims made on the Property. It is the right and responsibility of Buyer to determine the  
369 insurability, coverage and the cost of insuring the Property. It is also the responsibility of Buyer to determine whether  
370 any exclusions shall apply to the insurability of said Property.

371 **C. Water Supply.** The system may or may not meet state and local requirements. It is the right and responsibility of  
372 Buyer to determine the compliance of the system with state and local requirements. [For additional information on  
373 this subject, request the “Water Supply and Waste Disposal Notification” form.]

- 374 **D. Waste Disposal.** The system may or may not meet state and local requirements. It is the right and responsibility of  
375 Buyer to determine the compliance of the system with state and local requirements. In addition, Buyer may, for a fee,  
376 obtain a septic system inspection letter from the Tennessee Department of Environment and Conservation, Division  
377 of Ground Water Protection. [For additional information on this subject, request the "Water Supply and Waste  
378 Disposal Notification" form.]
- 379 **E. Title Exceptions.** At Closing, the general warranty deed shall be subject to subdivision and/or condominium  
380 declarations, covenants, restrictions and easements of record, which may impose obligations and may limit the use of  
381 the Property by Buyer.
- 382 **12. Disclaimer.** It is understood and agreed that the real estate firms and real estate licensee(s) representing or assisting Seller  
383 and/or Buyer and their brokers (collectively referred to as "Brokers") are not parties to this Agreement and do not have or  
384 assume liability for the performance or nonperformance of Seller or Buyer. Buyer and Seller agree that Brokers shall not  
385 be responsible for any of the following, including but not limited to, those matters which could have been revealed through  
386 a survey, flood certification, title search or inspection of the Property; the insurability of the Property or cost to insure the  
387 Property; for the condition of the Property, any portion thereof, or any item therein; for any geological issues present on  
388 the Property; for any issues arising out of the failure to physically inspect Property prior to entering into this Agreement  
389 and/or Closing; for the necessity or cost of any repairs to the Property; for hazardous or toxic materials; for the tax or legal  
390 consequences of this transaction; for the availability, capability, and/or cost of utility, sewer, septic, or community  
391 amenities; for any proposed or pending condemnation actions involving Property; for applicable boundaries of school  
392 districts or other school information; for the appraised or future value of the Property; for square footage or acreage of the  
393 Property; for any condition(s) existing off the Property which may affect the Property; for the terms, conditions, and  
394 availability of financing; and/or for the uses and zoning of the Property whether permitted or proposed. Buyer and Seller  
395 acknowledge that Brokers are not experts with respect to the above matters and that they have not relied upon any advice,  
396 representations or statements of Brokers (including their firms and affiliated licensees) and waive and shall not assert any  
397 claims against Brokers (including their firms and affiliated licensees) involving same. Buyer and Seller understand that it  
398 has been strongly recommended that if any of these or any other matters concerning the Property are of concern to them,  
399 that they secure the services of appropriately credentialed experts and professionals of Buyer's or Seller's choice for the  
400 independent expert advice and counsel relative thereto. Buyer and Seller acknowledge that photographs, marketing  
401 materials, and digital media used in the marketing of the property may continue to remain in publication after Closing.  
402 Buyer and Seller agree that Brokers shall not be liable for any uses of photographs, marketing materials or digital media  
403 which the Broker is not in control.
- 404 **13. Brokerage.** As specified by separate agreement(s), the parties agree and acknowledge that the Brokers involved in this  
405 transaction may receive compensation for their services; the compensation may come from more than one party. All  
406 parties to this Agreement agree and acknowledge that any real estate firm involved in this transaction shall be deemed a  
407 third-party beneficiary only for the purposes of enforcing their compensation rights, and as such, shall have the right to  
408 maintain an action on this Agreement for any and all compensations due and any reasonable attorney's fees and court  
409 costs. **Broker compensation is not set by law and compensation rates are fully negotiable.**
- 410 **14. Default.** Should Buyer default hereunder, the Earnest Money/Trust Money shall be forfeited as damages to Seller and  
411 shall be applied as a credit against Seller's damages. Seller may elect to sue, in contract or tort, for additional damages or  
412 specific performance of the Agreement, or both. Should Seller default, Buyer's Earnest Money/Trust Money shall be  
413 refunded to Buyer. In addition, Buyer may elect to sue, in contract or tort, for damages or specific performance of this  
414 Agreement, or both. In the event that any party hereto shall file suit for breach or enforcement of this Agreement (including  
415 suits filed after Closing which are based on or related to the Agreement), the prevailing party shall be entitled to recover  
416 all costs of such enforcement, including reasonable attorney's fees. In the event that any party exercises its right to  
417 terminate due to the default of the other pursuant to the terms of this Agreement, the terminating party retains the right to  
418 pursue any and all legal rights and remedies against the defaulting party following termination. The parties hereby agree  
419 that all remedies are fair and equitable and neither party shall assert the lack of mutuality of remedies, rights and/or  
420 obligations as a defense in the event of a dispute.
- 421 **15. Home Protection Plan.** This is not a substitution for Home Inspection. Exclusions to coverage may apply. **(Select the**  
422 **appropriate box below. Items not selected are not part of this Agreement).**
- 423  **Home Protection Plan.** \_\_\_\_\_ to pay \$ \_\_\_\_\_ for the purchase of a limited home  
424 protection plan to be funded at Closing. Plan Provider: \_\_\_\_\_  
425 Ordered by: \_\_\_\_\_ (Real Estate Company)
- 426  **Home Protection Plan waived.**
- 427 **16. Non-Assignability.** This Purchase and Sale Agreement shall not be assignable by the Buyer without prior written consent  
428 by the Seller.

This form is copyrighted and may only be used in real estate transactions in which \_\_\_\_\_ is involved as a Tennessee REALTORS® authorized user. Unauthorized use of the form may result in legal sanctions being brought against the user and should be reported to Tennessee REALTORS® at 615-321-1477.



429 **17. Other Provisions.**

- 430 **A. Binding Effect, Entire Agreement, Modification, Assignment, and Binding Agreement Date.** This Agreement  
431 shall be for the benefit of, and be binding upon, the parties hereto, their heirs, successors, legal representatives and  
432 approved assigns. This Agreement constitutes the sole and entire agreement between the parties hereto and no  
433 modification of this Agreement shall be binding unless signed by all parties or approved assigns to this Agreement.  
434 No representation, promise, or inducement not included in this Agreement shall be binding upon any party hereto. It  
435 is hereby agreed by both Buyer and Seller that any real estate agent working with or representing either party shall not  
436 have the authority to bind the Buyer, Seller or any approved assignee to any contractual agreement unless specifically  
437 authorized in writing within this Agreement. Any approved assignee shall fulfill all the terms and conditions of this  
438 Agreement. The parties hereby authorize either licensee to insert the time and date of receipt of the notice of  
439 acceptance of the final offer. The foregoing time and date shall be referred to for convenience as the Binding  
440 Agreement Date for purposes of establishing performance deadlines.
- 441 **B. Survival Clause.** Any provision contained herein, which by its nature and effect is required to be performed after  
442 Closing, shall survive the Closing and delivery of the deed and shall remain binding upon the parties to this Agreement  
443 and shall be fully enforceable thereafter.
- 444 **C. Governing Law and Venue.** This Agreement is intended as a contract for the purchase and sale of real property and  
445 shall be governed by and interpreted in accordance with the laws and in the courts of the State of Tennessee.
- 446 **D. Time of Essence.** Time is of the essence in this Agreement.
- 447 **E. Terminology.** As the context may require in this Agreement: (1) the singular shall mean the plural and vice versa;  
448 (2) all pronouns shall mean and include the person, entity, firm or corporation to which they relate; (3) the masculine  
449 shall mean the feminine and vice versa; and (4) the term day(s) used throughout this Agreement shall be deemed to  
450 be calendar day(s) ending at 11:59 p.m. local time unless otherwise specified in this Agreement. Local time shall be  
451 determined by the location of Property. **In the event a performance deadline**, other than the Closing Date (as defined  
452 herein), Date of Possession (as defined herein), Completion of Repair Deadline (as defined in the Repair/Replacement  
453 Amendment), and Offer Expiration Date (as defined in Time Limit of Offer Section), occurs on a Saturday, Sunday  
454 or legal holiday, the performance deadline shall extend to the next following business day. Holidays as used herein  
455 are those days deemed federal holidays pursuant to 5 U.S.C. § 6103(a). In calculating any time period under this  
456 Agreement, the commencement shall be the day following the initial date (e.g. Binding Agreement Date).
- 457 **F. Responsibility to Cooperate.** Buyer and Seller agree to timely take such actions and produce, execute, and/or deliver  
458 such information and documentation as is reasonably necessary to carry out the responsibilities and obligations of this  
459 Agreement, including any information a reporting officer, such as a closing agent, may need to complete any reporting  
460 mandated by federal, state, or local governments (e.g. FINCEN, FIRPTA, etc.). Except as to matters which are  
461 occasioned by clerical errors or omissions or erroneous information, the approval of the closing documents by the  
462 parties shall constitute their approval of any differences between this Agreement and the Closing. Buyer and Seller  
463 agree that if requested after Closing, they shall correct any documents and pay any amounts due where such corrections  
464 or payments are appropriate by reason of mistake, clerical errors or omissions, or the result of erroneous information.
- 465 **G. Notices.** Except as otherwise provided herein, all notices and demands required or permitted hereunder shall be in  
466 writing and delivered either (1) in person; (2) by a prepaid overnight delivery service; (3) by facsimile transmission  
467 (FAX); (4) by the United States Postal Service, postage prepaid, registered or certified, return receipt requested; or (5)  
468 Email. **NOTICE** shall be deemed to have been given as of the date and time it is actually received. Receipt of notice  
469 by the real estate licensee or their Broker assisting a party as a client or customer shall be deemed to be notice to that  
470 party for all purposes under this Agreement as may be amended, unless otherwise provided in writing.
- 471 **H. Risk of Loss.** The risk of hazard or casualty loss or damage to Property shall be borne by the Seller until transfer of  
472 title. If casualty loss prior to Closing exceeds 10% of the Purchase Price, Seller or Buyer may elect to terminate this  
473 Agreement with a refund of Earnest Money/Trust Money to Buyer.
- 474 **I. Equal Housing.** This Property is being sold without regard to race, color, creed, sex, religion, handicap, familial  
475 status, or national origin.
- 476 **J. Severability.** If any portion or provision of this Agreement is held or adjudicated to be invalid or unenforceable for  
477 any reason, each such portion or provision shall be severed from the remaining portions or provisions of this  
478 Agreement, and the remaining portions or provisions shall be unaffected and remain in full force and effect. In the  
479 event that the contract fails due to the severed provisions, then the offending language shall be amended to be in  
480 conformity with state and federal law.

- 481 **K. Alternative Dispute Resolution.** In the event the parties elect to utilize Alternative Dispute Resolution,  
482 incorporate "Resolution of Disputes by Mediation Addendum/Amendment" (RF629).
- 483 **L. Contract Construction.** This Agreement or any uncertainty or ambiguity herein shall not be construed against any  
484 party but shall be construed as if all parties to this Agreement jointly prepared this Agreement.
- 485 **M. Section Headings.** The Section Headings as used herein are for reference only and shall not be deemed to vary the  
486 content of this Agreement or limit the scope of any Section.

487 **18. Seller's Additional Obligations.** In addition to any other disclosure required by law, the Seller shall, prior to entering  
488 into an Agreement with a Buyer, disclose in writing including acknowledgement of receipt: (a) the presence of any known  
489 exterior injection well or sinkhole (as defined in TCA § 66-5-212) on the property; (b) the results of any known percolation  
490 test or soil absorption rate performed on the property that is determined or accepted by the Department of Environment and  
491 Conservation; (c) if the property is located in a Planned Unit Development (PUD); (d) if the property is located in a PUD, make  
492 available to the Buyer a copy of the development's restrictive covenants, homeowner bylaws and master deed upon request;  
493 (e) if any single-family residence located on the Property has been moved from an existing foundation to another foundation  
494 where such information is known to the Seller; and (f) if a permit for a subsurface sewage disposal system for the Property was  
495 issued during a sewer moratorium pursuant to TCA § 68-221-409. If so, Buyer may have a future obligation to connect to the  
496 public sewer system.

497 **19. Method of Execution.** The parties agree that signatures and initials transmitted by facsimile, other photocopy transmittal,  
498 or by transmittal of digital signature as defined by the applicable State or Federal law shall be acceptable and may be treated  
499 as originals and that the final Purchase and Sale Agreement containing all signatures and initials may be executed partially by  
500 original signature and partially on facsimile, other photocopy documents, or by digital signature as defined by the applicable  
501 State or Federal law.

502 **20. Exhibits and Addenda.** All exhibits and/or addenda attached hereto, listed below, or referenced herein are made a part  
503 of this Agreement: \_\_\_\_\_  
504 \_\_\_\_\_  
505 \_\_\_\_\_  
506 \_\_\_\_\_  
507 \_\_\_\_\_  
508 \_\_\_\_\_  
509 \_\_\_\_\_

510 **21. Special Stipulations.** The following Special Stipulations, if conflicting with any preceding section, shall control:  
511 \_\_\_\_\_  
512 \_\_\_\_\_  
513 \_\_\_\_\_  
514 \_\_\_\_\_  
515 \_\_\_\_\_  
516 \_\_\_\_\_  
517 \_\_\_\_\_  
518 \_\_\_\_\_  
519 \_\_\_\_\_  
520 \_\_\_\_\_  
521 \_\_\_\_\_  
522 \_\_\_\_\_  
523 \_\_\_\_\_  
524 \_\_\_\_\_  
525 \_\_\_\_\_  
526 \_\_\_\_\_  
527 \_\_\_\_\_  
528 \_\_\_\_\_  
529 \_\_\_\_\_  
530 \_\_\_\_\_  
531 \_\_\_\_\_  
532 \_\_\_\_\_  
533 \_\_\_\_\_  
534 \_\_\_\_\_

This form is copyrighted and may only be used in real estate transactions in which \_\_\_\_\_ is involved as a Tennessee REALTORS® authorized user. Unauthorized use of the form may result in legal sanctions being brought against the user and should be reported to Tennessee REALTORS® at 615-321-1477.





589 **BY AFFIXING YOUR SIGNATURE BELOW, YOU ACKNOWLEDGE THAT YOU HAVE REVIEWED AND**  
590 **UNDERSTAND ALL TERMS OF THIS AGREEMENT.**

591 Buyer hereby makes this offer.

592 \_\_\_\_\_

593 **BUYER** \_\_\_\_\_ **BUYER** \_\_\_\_\_

594 \_\_\_\_\_ at \_\_\_\_\_ o'clock  am/  pm \_\_\_\_\_ at \_\_\_\_\_ o'clock  am/  pm

595 **Offer Date** \_\_\_\_\_ **Offer Date** \_\_\_\_\_

596 Seller hereby:

597  **ACCEPTS** – accepts this offer.

598  **COUNTERS** – accepts this offer subject to the attached Counter Offer(s).

599  **REJECTS** – rejects this offer and makes no counter offer.

600 \_\_\_\_\_

601 **SELLER** \_\_\_\_\_ **SELLER** \_\_\_\_\_

602 \_\_\_\_\_ at \_\_\_\_\_ o'clock  am/  pm \_\_\_\_\_ at \_\_\_\_\_ o'clock  am/  pm

603 **Date** \_\_\_\_\_ **Date** \_\_\_\_\_

604 **Acknowledgement of Receipt.** \_\_\_\_\_ hereby acknowledges receipt of the final accepted offer  
605 on \_\_\_\_\_ at \_\_\_\_\_ o'clock  am/  pm, and this shall be referred to as the Binding Agreement Date for  
606 purposes of establishing performance deadlines as set forth in the Agreement.

**For Information Purposes Only:**

Listing Firm: _____	Buying Firm: _____
Listing Firm Address: _____	Buying Firm Address: _____
Firm License No.: _____	Firm License No.: _____
Firm Telephone No.: _____	Firm Telephone No.: _____
Listing Licensee: _____	Buying Licensee: _____
Licensee License Number: _____	Licensee License Number: _____
Licensee Email: _____	Licensee Email: _____
Licensee Cellphone No.: _____	Licensee Cellphone No.: _____
Home Owner's / Condominium Association ("HOA/COA")/ Property Management Company: _____	
Phone: _____	Email: _____

*NOTE: This form is provided by Tennessee REALTORS® to its members for their use in real estate transactions and is to be used as is. By downloading and/or using this form, you agree and covenant not to alter, amend, or edit said form or its contents except as where provided in the blank fields, and agree and acknowledge that any such alteration, amendment or edit of said form is done at your own risk. Use of the Tennessee REALTORS® logo in conjunction with any form other than standardized forms created by Tennessee REALTORS® is strictly prohibited. This form is subject to periodic revision and it is the responsibility of the member to use the most recent available form.*

This form is copyrighted and may only be used in real estate transactions in which \_\_\_\_\_ is involved as a Tennessee REALTORS® authorized user. Unauthorized use of the form may result in legal sanctions being brought against the user and should be reported to Tennessee REALTORS® at 615- 321-1477.

