



Exhibit - Value Range Marketing

Adherence to these guidelines is mandatory and Coastal Pacific Real Estate will not grant waivers for variation from them. The marketing department has been instructed not to publish any price ranges other than the published ranges. Please adhere to these guidelines and you will keep your license and the company's license safe, and you will at the same time best serve the interests of your client.

1. Value Range Marketing (VRM) does not require the seller to accept any offer within the range, but the seller does agree to counter any offer within the range with price and terms acceptable to the seller.
2. The seller may only use the VRM ranges published by CPRE.
3. All marketing and advertising material for the property will read: "Seller will entertain offers between \$(low range) and \$(high range)."
4. [If applicable] Seller acknowledges that if the applicable Multiple Listing Service cannot accommodate both the high and low end of the range, entries for the property will identify the high point of the range as the property's list price and the Company will place, in the MLS comments section, the following language: "Seller will entertain offers between \$ (high range) and \$ (low range)."