

## MOBILE AND MANUFACTURED HOME PURCHASE AGREEMENT AND SALES CONTRACT

*This Contract form is twofold. A Real Estate Broker may use it for the sale of a used Mobile or Manufactured Home by completing the first 11 pages. But if the home being sold is **new**, the attached addendum that appears at the end of this Contract must be used, bringing the total number of pages to 13. Real Estate Brokers may only sell **new** Manufactured Homes in conjunction with a Dealer licensed by the Arizona Department of Housing.*

### **1. PARTIES:**

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- 1a.** 1. Buyer: \_\_\_\_\_  
BUYER'S NAME(S)
2. Seller: \_\_\_\_\_  
SELLER'S NAME(S)

### **2. PREMISES:**

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- 2a.** 3. Buyer agrees to purchase and Seller agrees to sell the following described manufactured home with all  
 4. improvements, fixtures, and appurtenances thereon, or incidental thereto (collectively, the "Premises"),  
 5. commonly known as:  
 6. Address: \_\_\_\_\_, Arizona, \_\_\_\_\_  
 7. County: \_\_\_\_\_.
- 2b.** 8. **Purchase Price.** Subject to any adjustments and prorations hereinafter described, the total purchase price  
 9. to be paid by Buyer to Seller for the purchase of the Premises shall be:  
 10. \$ \_\_\_\_\_ (the "Purchase Price"). Taxes and other charges not to exceed  
 11. \$ \_\_\_\_\_ will be added, resulting in a final purchase price of  
 12. \$ \_\_\_\_\_.
- 2c.** 13. DESCRIPTION OF MANUFACTURED HOME:  
 14. MANUFACTURER: \_\_\_\_\_ YEAR: \_\_\_\_\_  
 15. MODEL: \_\_\_\_\_ APPROXIMATE SIZE: \_\_\_\_\_  
 16. VIN NUMBER(S): \_\_\_\_\_  
 17. AZ CERTIFICATE OF TITLE NO(S): \_\_\_\_\_  
 18. ACCESSORIES: \_\_\_\_\_  
 19. LOCATION OF MANUFACTURED HOME:  
 20. \_\_\_\_\_  
 21. NAME OF MOBILE HOME PARK ("MHP"): \_\_\_\_\_  
 22. ADDRESS OF MHP: \_\_\_\_\_  
 23. \_\_\_\_\_
- 2d.** 24. **Terms.** The Terms under which the Purchase Price shall be paid to the Seller are as follows:  
 25.  Cash  Conventional loan  FHA  VA  Assumption  Seller Carryback  Other  
 26. \_\_\_\_\_

\_\_\_\_\_  
Seller      Seller

\_\_\_\_\_  
Buyer      Buyer

- 2e. 27. **Earnest Money.** An Earnest Money deposit *is* required if the Premises is new construction.
- 28. Earnest Money  shall be provided  is waived  Other \_\_\_\_\_
- 29. Earnest Money, if not waived, shall be deposited into Dealer or Broker Trust Account, or if this is a new home
- 30. sale, into an escrow account. If applicable, Earnest Money shall be deposited upon acceptance of this offer.
- 31. Earnest Money shall be: \$ \_\_\_\_\_, in the form of:
- 32.  Personal check  Wire transfer  Other \_\_\_\_\_

- 2f. 33. **Election.** If the Premises are previously owned and have a Purchase Price less than fifty thousand dollars
- 34. (\$50,000.00), and the Earnest Money deposit is not waived, Buyer requests that the Dealer or Broker
- 35. (Check one):
- 36.  handle the transaction through a Trust Account controlled by the Dealer or Broker.

37. \_\_\_\_\_ BUYER BUYER

- 38.  handle the transaction through an independent escrow account.

39. \_\_\_\_\_ BUYER BUYER

- 40. **Buyer understands that the use of an independent escrow account will result in additional charges.**
- 41. Any and all escrow charges and costs will be the responsibility of the Buyer solely, unless another division
- 42. of the charges and costs are separately agreed to by the Buyer and Seller.

- 2g. 43. **Close of Escrow.** Close of Escrow ("COE") shall occur when title to the Premises is transferred into
- 44. Buyer's name. Title to the Premises shall be transferred free and clear of all liens or encumbrances,
- 45. recorded, filed, registered or known to Seller, unless otherwise agreed in writing.
- 46. Seller agrees to execute and deliver to Buyer title to the Premises and perform all other acts necessary in
- 47. sufficient time to allow COE to occur on

\_\_\_\_\_ MONTH DAY YEAR

- 48. Buyer agrees to cooperate in transfer of title, and may be required to accompany Escrow Company or other
- 49. agent of the Seller or Buyer to a Department of Motor Vehicles ("DMV") office to arrange transfer of title.
- 50. If Escrow Company, Dealer, Brokerage, or DMV office is closed on the day of COE, COE shall occur on
- 51. the next business day that such offices are open for business, as required.

- 2h. 52. **Escrow Matters.** This Contract shall be instruction to the Escrow Company, Dealer, or Broker, to carry
- 53. out terms of this Contract. Escrow shall be performed by:

54. \_\_\_\_\_  
ESCROW/BROKER/DEALER

55. \_\_\_\_\_ AZ  
ADDRESS CITY

56. \_\_\_\_\_  
EMAIL PHONE FAX

- 2i. 57. **Prorations of Assessments / Fees / Liens.** All assessments and fees that are not a lien as of COE,
- 58. including mobile home space rent, utility charges, other landlord fees, community fees, homeowner's
- 59. association fees, rents, and, if assumed, interest on assessments, interest on encumbrances, and service
- 60. contracts, shall be prorated at COE, or  Other: \_\_\_\_\_

\_\_\_\_\_  
Seller Seller

\_\_\_\_\_  
Buyer Buyer

- 2j 61. **Funds.** If this is an ALL CASH SALE, all funds will be in U.S. currency. A Letter of Credit or a source of  
62. funds from a financial institution documenting availability of funds to close escrow *is* attached hereto.
- 2k 63. **Contingencies:** Buyer must obtain approval to live within the community/association. Buyer shall submit  
64. application and be approved for residency by the manufactured housing community  prior to entering  
65. into this Contract, or  within five (5) days of Contract acceptance. If after a diligent and good faith effort,  
66. Buyer is unable to obtain approval for residency from the community, this Contract shall be deemed  
67. cancelled and Earnest Money shall be released to the Buyer.
- 2l 68. The housing community where the Premises is located may have the right of first refusal (the "Right of  
69. First Refusal") to purchase the Premises from the Seller, exercisable in connection with any proposed sale  
70. or other transfer of the Seller's interests in the Premises. Seller shall provide written notice to the housing  
71. community of Seller's intent to sell prior to entering into a Contract with Buyer. If the housing community  
72. elects to purchase the Premises, this Contract shall be deemed cancelled and Earnest Money shall be  
73. released to the Buyer.

**3. POSSESSION:**

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- 3a. 74. **Possession.** Seller shall deliver possession, existing keys, and all means to operate all locks, mailbox,  
75. and security system/alarms to Buyer at COE. Buyer and Seller should consult with legal counsel,  
76. insurance, tax, or accounting professionals regarding the risk of pre-possession or post-possession of  
77. the Premises.
- 3b. 78. **Addenda Incorporated.**  
79.  New Home Addendum (Pages 12-14 of Contract)  
80.  Manufactured Housing Homeowner Information **Bulletin** – NEW MANUFACTURED HOME  
81.  Manufactured Housing Homeowner Information **Bulletin** – USED MANUFACTURED HOME  
82.  Buyer Due Diligence Addendum  
83.  Available Lenders for Financing  
84.  Seller Carryback Financing Addendum  
85.  Agency Disclosure  Other \_\_\_\_\_
- 3c. 86. **Fixtures.** Fixtures shall mean all personal property attached/affixed to the Premises. Seller agrees that all  
87. existing Fixtures on the Premises, shall convey in this sale.
- 3d. 88. **Additional Personal Property included in the sale** (if checked):  
89.  Refrigerator  Washer  Dryer  
90.  Other (Describe type / Purpose) \_\_\_\_\_  
91. Personal Property is transferred with no monetary value, and free from all liens and encumbrances.

**4. FINANCING: IF BUYER IS PAYING CASH, SECTION 4 DOES NOT APPLY.**

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- 4a. 92. **Loan Contingency.** Within three (3) days of Contract acceptance, Buyer shall provide to the lender:  
93. Buyer's name, income information, social security number, Premises address, estimated value of the  
94. Premises, anticipated mortgage amount, and shall agree to allow the lender access to Buyer's Trimerged  
95. Residential Credit Report.

\_\_\_\_\_  
Seller      Seller

\_\_\_\_\_  
Buyer      Buyer

- 4b. 96. **Loan Contingency Period.** Buyer's obligation to complete this sale is contingent upon Buyer obtaining  
97. loan approval no later than one (1) week prior to COE, or \_\_\_\_\_.
- 98. *NOTE:* See Section 4(b) of the New Home Addendum. COE shall occur on the closing date unless it is  
99. changed in writing by agreement of both parties.
- 4c. 100. **Unfulfilled Loan Contingency.** This Contract shall be cancelled and Buyer shall be entitled to a return  
101. of the Earnest Money if, after a diligent and good faith effort, Buyer is unable to obtain loan approval  
102. within the Loan Contingency Period. Buyer acknowledges that items paid prior to COE, such as inspection  
103. fees, or appraisals, are prepaid items and are not refundable. An unfulfilled contingency is not a breach of  
104. Contract.
- 4d. 105. **Interest Rate / Funds.** Buyer acknowledges i) the inability to obtain loan approval due to the failure to  
106. lock in the interest rate with the lender, or ii) the failure to have the down payment or funds necessary  
107. to obtain loan approval within the Loan Contingency Period, is not an Unfulfilled Loan Contingency.
- 4e. 108. **Costs / Seller Concessions.** Buyer shall be responsible for all loan costs unless otherwise provided  
109. herein. Alternatively, if indicated, Seller agrees to pay up to \_\_\_\_\_ % of the Purchase Price, OR up to  
110. \$ \_\_\_\_\_ to be used for any of Buyer's costs, unless prohibited by lender.
- 4f. 111. **Appraisal Contingency.** If Buyer is obtaining a loan, Buyer's obligation to complete this sale is  
112. contingent upon an appraisal of the Premises acceptable to the lender for at least the Purchase Price.  
113. If the Premises fails to appraise under terms acceptable to the lender, Buyer has five (5) days after notice  
114. of insufficient value to cancel this Contract and receive a refund of the Earnest Money, or the appraisal  
115. contingency shall be waived.
- 116. *NOTICE:* Buyer and Seller must agree to the FHA Amendatory Clause if financing is an FHA or VA loan.
- 4g. 117. **Appraisal Cost(s).** Buyer shall pay the Appraisal Cost(s) unless included in Seller Concessions as  
118. indicated herein. Any additional appraisal/lender required costs, or repairs, shall be the expense of the  
119. Buyer unless otherwise agreed to herein.

**5. DISCLOSURES:**

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- 5a. 120. **Disclosures.** Buyer and Seller covenant and agree as follows: Seller shall deliver a completed Arizona  
121. Association of Realtors® Seller's Property Disclosure Statement ("SPDS"), within three (3) days after  
122. Contact acceptance. Buyer shall sign the SPDS as acknowledgment of receiving the SPDS within three (3)  
123. days of receipt. Buyer shall provide notice of any disapproved items in the SPDS within the Due Diligence  
124. Period, or five (5) days after receipt of the SPDS, whichever is later. Buyer acknowledges Seller does not  
125. have to disclose a previous opinion of value.
- 5b. 126. *NOTICE:* Arizona law requires the Seller must disclose all known facts which materially affect the value of  
127. the Premises, and which are not readily observable or known to the Buyer, regardless of whether the Buyer  
128. performs an inspection.
- 5c. 129. **Changes During Escrow.** Prior to COE, Seller shall immediately notify Buyer of any changes in the  
130. Premises or disclosures. Such notice is considered an update of the SPDS, and if made after the Due  
131. Diligence Period, Buyer shall be allowed five (5) days after delivery of such notice to provide notice of  
132. disapproval to Seller. Such notice provides the Buyer the opportunity to cancel.

\_\_\_\_\_  
Seller      Seller

\_\_\_\_\_  
Buyer      Buyer

5d. 133. **Lead-Based Paint Disclosure.** If the Premises were built prior to 1978, Seller shall: (i) notify Buyer of 134. any known lead-based paint ("LBP") or LBP hazards in the Premises; (ii) provide Buyer with any LBP risk 135. assessments or inspections of the Premises in Seller's possession; (iii) provide Buyer with the Disclosure of 136. Information on Lead-Based Paint and Lead-Based Paint Hazards, and any report, records, pamphlets, and/or 137. other materials referenced therein, including the pamphlet "Protect Your Family from Lead in Your Home" 138. (collectively "LBP Information"). Buyer shall return a signed copy of the Disclosure of Information on 139. Lead-Based Paint and Lead-Based Paint Hazards to Seller prior to COE.

140.  Premises was built after 1978, no LBP in the Premises.

\_\_\_\_\_  
BUYER BUYER

141.  Premises was built prior to 1978, and:

\_\_\_\_\_  
BUYER BUYER

142.  LBP Information was provided prior to Contract acceptance and Buyer acknowledges the opportunity to 143. conduct LBP risk assessments or Inspections during Inspection Period; or

144.  Seller shall provide the **LBP Information** within three (3) days after Contract acceptance. Buyer may 145. within ten (10) days, or \_\_\_\_\_ days after receipt of the LBP Information, conduct or obtain a risk 146. assessment or inspection of the Premises for the presence of LBP or LBP-Hazards (the "Assessment 147. Period"). Buyer may within five (5) days after receipt of the LBP Information, or five (5) days after 148. expiration of the Assessment Period, cancel this Contract.

149. *NOTICE:* Buyer is advised to use certified contractors familiar with LBP remediation to perform 150. renovation, remodeling, repair or painting projects that may disturb LBP in residential properties built prior 151. to 1978, and to follow specific practices to prevent lead contamination.

**6. WARRANTIES:**

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6a. 152. **Condition of the Property. BUYER AND SELLER AGREE THE PREMISES ARE BEING SOLD** 153. **IN ITS PRESENT PHYSICAL CONDITION AS OF THE DATE OF CONTRACT ACCEPTANCE.**

154. Seller makes no warranty to Buyer, either express or implied, as to the condition or fitness for any 155. particular use or purpose of the Premises. However, Seller shall maintain and repair the Premises so that at 156. the earlier of possession or COE: (i) the Premises, including all personal property included in the sale, will 157. be in substantially the same condition as on the date of Contract acceptance; and (ii) all personal property 158. not included in the sale and debris will be removed from the Premises. Buyer is advised to conduct 159. independent inspections and investigations regarding the Premises within the Due Diligence Period if 160. applicable. Buyer and Seller acknowledge and understand they may, but are not obligated to, engage in 161. negotiations for repairs/improvements to the Premises. Any/all agreed upon repairs/improvements will be 162. addressed pursuant to the Buyer's Inspection Addendum if attached and incorporated herein.

6b. 163. **Warranties by Seller.** Seller warrants that Seller has disclosed to Buyer and Broker(s) all material latent 164. defects and any information concerning the Premises known to Seller, excluding opinions of value, which 165. materially and adversely affect the consideration to be paid by Buyer. Prior to COE, Seller warrants that 166. payment in full will have been made for all labor, professional services, materials, machinery, fixtures, or 167. tools furnished within the 150 days immediately preceding COE in connection with the construction, 168. alteration, or repair of any structure on or improvement to the Premises.

\_\_\_\_\_  
Seller Seller

\_\_\_\_\_  
Buyer Buyer

- 6c. 169. **Warranties by Buyer.** Buyer warrants that Buyer has disclosed to Seller any information that may
- 170. materially and adversely affect Buyer's ability to close escrow or complete the obligations of this Contract.
- 171. At COE, Buyer warrants to Seller that Buyer has conducted all desired independent inspections and
- 172. investigations and accepts the Premises. Buyer warrants Buyer is not relying on any verbal representations
- 173. concerning the Premises. Buyer warrants that if insurance is required by Buyer's lender, insurance shall be
- 174. in place by COE.

**7. DUE DILIGENCE:**

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**7a. 175. Due Diligence Period.**

176.  Buyer elects to WAIVE inspection of the Premises.

\_\_\_\_\_  
BUYER                      BUYER

177.  Buyer shall inspect the Premises. (See Buyer's Due Diligence Addendum, attached and incorporated  
178. herein by reference.)

\_\_\_\_\_  
BUYER                      BUYER

**7b. 179. Sewer or Septic System.** Seller warrants that the information regarding connection to a sewer or on-site  
180. waste water treatment facility (conventional or alternative) is correct to the best of Seller's knowledge. The  
181. Premises, as disclosed by the landlord of the housing community to the Seller, are connected to a:

- 182.  Sewer system                       Conventional septic system                       Alternative system

**7c. 183. Square Footage.** Buyer acknowledges that any reference to the square footage of the Premises is  
184. approximate. If Buyer feels the square footage of the Premises is a material matter, it must be investigated  
185. within the Due Diligence Period. Seller does not guarantee the accuracy of the square footage associated  
186. with the Premises.

**7d. 187. Walkthrough(s).** Seller shall make the Premises available for all inspections and walkthrough(s), if  
188. applicable, upon reasonable notice by Buyer. Seller shall, at Seller's expense, have all utilities on, including  
189. any propane, until COE to enable Buyer to conduct any inspections and walkthrough(s).

**7e. 190. BUYER MAY NOT WAIVE A FINAL WALKTHROUGH IF THE MANUFACTURED HOME IS NEW  
191. CONSTRUCTION.**

192.  Buyer elects to WAIVE final walkthrough of the Premises

\_\_\_\_\_  
BUYER                      BUYER

193.  Buyer intends to conduct a final walkthrough of the Premises.

\_\_\_\_\_  
BUYER                      BUYER

194. Seller grants Buyer and Buyer's inspector(s) reasonable access to conduct walkthrough(s) of the  
195. Premises for the purpose of satisfying Buyer that any corrections or repairs agreed to by Seller have been ,  
196. completed and the Premises are in substantially the same condition as of the date of Contract acceptance. If  
197. Buyer does not conduct such walkthrough(s), Buyer releases Seller and Broker(s) from liability for any  
198. defects that could have been discovered.

\_\_\_\_\_  
Seller                      Seller

\_\_\_\_\_  
Buyer                      Buyer

- 7f. 199. **ACKNOWLEDGMENT: BUYER UNDERSTANDS THAT BROKER(S) ARE NOT QUALIFIED**  
200. **NOR LICENSED TO CONDUCT DUE DILIGENCE WITH RESPECT TO THE PREMISES OR**  
201. **THE SURROUNDING AREA. BUYER IS INSTRUCTED TO CONSULT WITH QUALIFIED**  
202. **LICENSED PROFESSIONALS TO ASSIST IN BUYER'S DUE DILIGENCE EFFORTS.**  
203. **BECAUSE CONDUCTING DUE DILIGENCE WITH RESPECT TO THE PREMISES AND THE**  
204. **SURROUNDING AREA IS BEYOND THE SCOPE OF THE BROKER'S EXPERTISE AND**  
205. **LICENSING, BUYER EXPRESSLY RELEASES AND HOLDS HARMLESS BROKER(S) FROM**  
206. **LIABILITY FOR ANY DEFECTS OR CONDITIONS THAT COULD HAVE BEEN DISCOVERED**  
207. **BY INSPECTION OR INVESTIGATION. BROKER(S) ARE ACTING IN AN AGENCY**  
208. **CAPACITY AND ARE CONDUITS OF INFORMATION. BROKER(S) ARE NOT REQUIRED TO**  
209. **VERIFY THE INFORMATION THE SELLER HAS PROVIDED REGARDING THE PREMISES.**  
210. **BUYER MUST INVESTIGATE ALL MATTERS THEY DETERMINE AS MATERIAL PRIOR TO**  
211. **COE, OR DURING THE DUE DILIGENCE PERIOD, IF APPLICABLE.**

**8. REMEDIES:**

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- 8a. 212. **Cure Period.** A party shall have an opportunity to cure a potential breach of this Contract. If a party fails  
213. to comply with any provision of this Contract, the other party shall deliver a notice to the non-complying  
214. party specifying the non-compliance. If the non-compliance is not cured within three (3) days after delivery  
215. of such notice ("Cure Period"), the failure to comply shall become a breach of Contract. If Escrow  
216. Company or DMV office is closed on the last day of the Cure Period, and COE must occur to cure a  
217. potential breach, COE shall occur on the next day that each business is open, as required to complete the  
218. purchase of the Premises.
- 8b. 219. **Breach.** In the event of a breach of Contract, the non-breaching party may cancel this Contract and/or  
220. proceed against the breaching party in any claim or remedy, subject to Sections 8c and 8d. It would be  
221. difficult to predetermine damages in the event of a Buyer's breach, therefore the Earnest Money may be  
222. deemed a reasonable estimate of damages and Seller may, at Seller's option, accept the Earnest Money as  
223. Seller's sole right to damages. The parties expressly agree that the failure of any party to comply with the  
224. terms and conditions of this Contract to allow COE to occur on the COE Date, if not cured after a cure  
225. notice is delivered pursuant to this Contract, constitutes a material breach of this Contract, rendering the  
226. Contract subject to cancellation.
- 8c. 227. **Release of Earnest Money.** In the event of a dispute regarding Earnest Money, where Buyer and Seller  
228. cannot agree upon written, mutual cancellation, Buyer and Seller agree to participate in mediation.  
229. Mediation must be initiated within seven (7) days of written cancellation by either party. In the event  
230. mediation is not initiated within seven (7) days, Earnest Money shall be returned to the Buyer.
- 8d. 231. **Alternative Dispute Resolution ("ADR").** Buyer and Seller agree to mediate any dispute or claim  
232. arising out of or relating to this Contract in accordance with the REALTORS® Dispute Resolution System,  
233. or as otherwise agreed. All mediation costs shall be paid equally by the parties. All unresolved disputes or  
234. claims shall be submitted for binding arbitration. If the parties are unable to agree on an arbitrator, the  
235. dispute shall be submitted to the American Arbitration Association ("AAA") in accordance with the AAA  
236. Rules for the Real Estate Industry. The decision of the arbitrator shall be final and nonappealable. Judgment  
237. rendered by the arbitrator may be entered in any court of competent jurisdiction. Notwithstanding the  
238. foregoing, either party may opt out of binding arbitration within thirty (30) days after the conclusion of the  
239. mediation by notice to the other and, in such event, either party shall have the right to resort to court action.

- 8e. 240. **Exclusions from ADR.** The following matters are excluded from the requirement for ADR hereunder:  
 241. (i) any action brought in the Small Claims Division of an Arizona Justice Court (up to \$3,500) so long as  
 242. the matter is not thereafter transferred or removed from the small claims division; (ii) judicial or nonjudicial  
 243. foreclosure or other action or proceeding to enforce a deed of trust, mortgage, or agreement for sale; (iii) an  
 244. unlawful entry or detainer action; (iv) the filing or enforcement of a mechanic's lien; or (v) any matter that  
 245. is within the jurisdiction of a probate court. Further, the filing of a judicial action to enable the recording of  
 246. a notice of pending action ("lis pendens"), or order of attachment, receivership, injunction, or other  
 247. provisional remedies shall not constitute a waiver of the obligation to submit the claim to ADR, nor shall  
 248. such action constitute a breach of the duty to mediate or arbitrate.
- 8f. 249. **Attorney fees and Costs.** The prevailing party in any dispute or claim between Buyer and Seller arising  
 250. out of or relating to this Contract shall be awarded their reasonable attorney fees and costs. Costs shall  
 251. include, without limitation, attorney fees, expert witness fees, fees paid to investigators, and arbitration  
 252. costs.

**9. ADDITIONAL TERMS AND CONDITIONS:**

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- 9a. 253. \_\_\_\_\_  
 254. \_\_\_\_\_  
 255. \_\_\_\_\_  
 256. \_\_\_\_\_  
 257. \_\_\_\_\_  
 258. \_\_\_\_\_  
 259. \_\_\_\_\_
- 9b. 260. **Risk of Loss:** If there is any loss or damage to the Premises between the date of Contract acceptance and  
 261. COE or possession, whichever is earlier, by reason of fire, vandalism, flood, earthquake, or act of God, the  
 262. risk of loss shall be on Seller, provided, however, that if the cost of repairing such loss or damage would  
 263. exceed ten percent (10%) of the purchase price, either Seller or Buyer may elect to cancel the Contract.
- 9c. 264. **Permission:** Buyer and Seller grant Broker(s) permission to advise the public of this Contract.
- 9d. 265. **Arizona Law:** This Contract shall be governed by Arizona law and jurisdiction is exclusively conferred on  
 266. the State of Arizona and under Arizona Arbitration Rules as outlined above.
- 9e. 267. **Time is of the Essence:** The parties acknowledge that time is of the essence in the performance of the  
 268. obligations described herein.
- 9f. 269. **Compensation:** Seller and Buyer acknowledge that Broker(s) shall be compensated for services rendered  
 270. as previously agreed by separate written agreement(s), which shall be delivered by Broker(s) for payment to  
 271. Escrow Company or Broker at COE, if not previously paid. If Seller is obligated to pay Broker(s), this  
 272. Contract shall constitute an irrevocable assignment of Seller's proceeds at COE. If Buyer is obligated to pay  
 273. Broker(s), payment shall be collected from Buyer as a condition of COE. COMMISSIONS PAYABLE  
 274. FOR THE SALE, LEASING, OR MANAGEMENT OF PROPERTY ARE NOT SET BY ANY BOARD  
 275. OR ASSOCIATION OF REALTORS®, OR MULTIPLE LISTING SERVICE, OR IN ANY MANNER  
 276. OTHER THAN BETWEEN BROKER AND CLIENT.

- 9g. 277. **Copies and Counterparts:** A fully executed facsimile or electronic copy of the Contract shall be treated

\_\_\_\_\_  
Seller      Seller

\_\_\_\_\_  
Buyer      Buyer



278. as an original Contract. This Contract and any other documents required by this Contract may be executed  
279. by facsimile or other electronic means and in any number of counterparts, which shall become effective  
280. upon delivery as provided for herein, except that the Disclosure of Information on Lead-Based Paint and  
281. Lead-Based Paint Hazards may not be signed in counterpart. All counterparts shall be deemed to constitute  
282. one instrument, and each counterpart shall be deemed an original.

**9h.** 283. **Days:** All references to days in this Contract shall be construed as calendar days and a day shall begin at  
284. 12:00 a.m. and end at 11:59 p.m.

**9i.** 285. **Calculating Time Periods:** In computing any time period prescribed or allowed by this Contract, the  
286. day of the act or event from which the time period begins to run is not included and the last day of the time  
287. period is included. Contract acceptance occurs on the date that the signed Contract (and any incorporated  
288. counter offer) is delivered to and received by the appropriate Broker. Example: Acts that must be performed  
289. within three (3) days of Contract acceptance must be three (3) full days (i.e. – if Contract acceptance is  
290. Friday, the act must be performed by 11:59 p.m. on Monday).

**9j.** 291. **Entire Agreement:** This Contract, and any addenda and attachments, shall constitute the entire  
292. agreement between Seller and Buyer, shall supersede any other written or oral agreements between Seller  
293. and Buyer and can be modified only by a writing signed by Seller and Buyer. The failure to initial any page  
294. of this Contract shall not affect the validity or terms of this Contract.

**9k.** 295. **Subsequent Offers:** Buyer acknowledges that Seller has the right to accept subsequent offers until COE.  
296. Seller understands that any subsequent offer accepted by Seller must be a backup offer contingent on the  
297. cancellation of this Contract.

**9l.** 298. **Cancellation:** A party who wishes to exercise the right of cancellation as allowed herein may cancel this  
299. Contract by delivering notice stating the reason for cancellation to the other party and/or to Escrow  
300. Company (if applicable). Cancellation shall become effective immediately upon delivery of the  
301. cancellation notice.

**9m.** 302. **Notice:** Unless otherwise provided, delivery of all notices and documentation required or permitted  
303. hereunder shall be in writing and deemed delivered and received when: (i) hand-delivered; (ii) sent via  
304. facsimile transmission; (iii) sent via electronic mail, if email addresses are provided herein; or (iv) sent by  
305. recognized overnight courier service, and addressed to Buyer as indicated in Section 9q, to Seller as  
306. indicated in Section 10a and to the Escrow Company indicated in Section 2j, if applicable.

**9n.** 307. **Release of Broker(s):** Seller and Buyer hereby expressly release, hold harmless and indemnify  
308. **Broker(s) in this transaction from any and all liability and responsibility regarding financing, the**  
309. **condition, square footage, value, rent rolls, environmental problems, sanitation systems, roof, wood**  
310. **infestation, building codes, governmental regulations, insurance, price and terms of sale, return on**  
311. **investment or any other matter relating to the value or condition of the Premises. The parties**  
312. **understand and agree that the Broker(s) do not provide advice on property as an investment and are**  
313. **not qualified to provide financial, legal, or tax advice regarding this transaction.**

314. (SELLER'S INITIALS REQUIRED)

\_\_\_\_\_  
SELLER                      SELLER

315. (BUYER'S INITIALS REQUIRED)

\_\_\_\_\_  
BUYER                      BUYER

\_\_\_\_\_  
Seller                      Seller

\_\_\_\_\_  
Buyer                      Buyer





**ADDENDUM TO PURCHASE AGREEMENT  
NEW MANUFACTURED HOME - ADDENDUM  
TO PURCHASE AGREEMENT AND SALES CONTRACT:**

**This sale is of a New Manufactured Home. This Addendum ("New Home Addendum") is incorporated into the Mobile and Manufactured Home Purchase Agreement and Sales Contract ("Contract"). In the event of any conflict between this New Home Addendum and the Contract, THIS ADDENDUM SHALL CONTROL.**

- 1a.** 1. **New Manufactured Home.** The Manufactured Home described in section 2 (c) of the Contract is a new  
2. Manufactured Home. Therefore, a Certificate of Title has not yet been issued. Instead the  
Manufactured Home is titled under a Manufacturer's Certificate of Origin. Under A.R.S. §41-4028 (B)(1),  
new Manufactured Homes like this can only be sold through a licensed Mobile Home Dealer in Arizona.
- 2.a.** **Parties:** The parties to this Contract are:  
6. BUYER: \_\_\_\_\_  
7. SELLER: \_\_\_\_\_
- 3a.** 8. **Dealer.** The Licensed Arizona Dealer acting as the sales broker on this new Manufactured Home sale is:  
9. NAME OF DEALER: \_\_\_\_\_  
10. DBA: \_\_\_\_\_  
11. ARIZONA DEALER LICENSE NUMBER: \_\_\_\_\_  
12. TYPE OF LICENSE: \_\_\_\_\_  
13. EXPIRATION OF LICENSE: \_\_\_\_\_
- 4a.** 14. **Loan Contingency Period.** If the Manufactured Home is not located on the Premises, the Loan  
15. Contingency Period shall be calculated as follows:
- 4b.** 16. Buyer's obligation to complete this sale is contingent upon Buyer obtaining final loan approval no later than  
17. \_\_\_\_\_, 20 \_\_\_\_\_. That date shall be the end of the loan approval process. See Section 4b of  
18. the Contract. If that Section conflicts with this Addendum, this Addendum shall prevail.
- 4c.** 19. At the end of the loan approval process, Buyer may be required to deliver an additional Earnest Money  
20. deposit of \$ \_\_\_\_\_.
- 4d.** 21. Buyer and Seller agree that failure by Buyer to make the additionally required Earnest Money deposit at the  
22. end of the loan approval process shall deem this Contract cancelled and all Earnest Money shall be released  
23. to the Buyer.
- 4e.** 24. Buyer's additional Earnest Money shall be in the amount of \$ \_\_\_\_\_.
- 5a.** 25. **COE.** COE shall occur pursuant to Section 2h of the Contract, unless Buyer and Seller mutually agree in  
26. writing upon a new COE.
- 5b.** 27. Should escrow fail to close as provided herein, the parties agree that the entire Earnest Money deposit made  
28. by Buyer hereunder shall be reverted to the Seller.

\_\_\_\_\_  
Seller                  Seller

\_\_\_\_\_  
Buyer                  Buyer

- 6a. 29. **Warranties of Seller:** Seller shall make all warranties imposed on the Sellers of new manufactured homes
- 30. in Arizona, but limited as follows:
- 31. Buyer understands there may be written warranties covering the new home purchased, including some
- 32. component(s), and some appliances(s), which are provided by the manufacturers. Buyer has read, and
- 33. understands, the statement provided by the Dealer regarding the type of warranty covering the new home
- 34. before signing this New Home Addendum.
- 6b. 35. Buyer understands the implied warranties of merchantability and fitness for a particular purpose, and all
- 36. other warranties expressed or implied, are excluded by Dealer from this transaction and shall not apply to the
- 37. new home or any component or any appliance contained therein. Buyer understands that Dealer makes no
- 38. warranties whatsoever regarding the new home or any component or any appliance contained therein; and
- 39. Buyer understands that the Dealer disclaims and excludes from this transaction all warranty obligations
- 40. which exceed or exist over and above the legal warranties required by applicable state law.
- 41. **NOTICE:** Dealer shall provide Buyer with the HUD Dispute Resolution Form, as well as forms and
- 42. disclosures required by law with the sale of a new Manufactured Home.

7a. 43. **BUYER(S):**

44. _____	_____
PRINT BUYER'S NAME	PRINT BUYER'S NAME
45. _____	_____
BUYER'S SIGNATURE	BUYER'S SIGNATURE
_____	_____
DATE	DATE

8a. 46. **SELLER(S):**

47. _____	_____
PRINT SELLER'S NAME	PRINT SELLER'S NAME
48. _____	_____
SELLER'S SIGNATURE	SELLER'S SIGNATURE
_____	_____
DATE	DATE

9a. 49. **QUALIFYING PARTY ON BEHALF OF ARIZONA LICENSED DEALER:**

50. _____		
PRINT DEALER NAME		
51. _____		
PRINT SALESPERSON NAME		
52. _____	_____	_____
DEALER ADDRESS	STATE	ZIP CODE
53. _____	_____	_____
PREFERRED TELEPHONE	FAX	E-MAIL ADDRESS

All pre-printed portions of this form have been drafted by the Manufactured Housing Communities of Arizona (MHCA). Changes to the pre-printed language must be made in a prominent manner.

Seller	Seller
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Buyer	Buyer
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