

SAMPLE MEMORANDUM OF AUCTION SALE

This 19th day of October, 2008.

1. PARTIES. I, Rosemary Southwick, of Hubbardston, MA as Executrix of the Estate of Nancy Burnham formerly of Middlefield, MA (the "Seller"), agrees to sell and _____, of _____ (the "Buyer"), agree(s) to purchase, upon the terms hereinafter set forth, the following described premises:

2. DESCRIPTION. The land with the buildings thereon known and numbered as 39 West Hill Road (Parcel I), Middlefield, MA and (2) additional parcels of land referenced as Parcel II & Parcel III, referenced & described in deed recorded in Hampshire District Registry of Deeds, Book 1577, Page(s) 481-482, a copy of the legal description of which premises being sold is attached hereto as Exhibit A (the "Premises").

3. BUILDINGS, STRUCTURES, IMPROVEMENTS, FIXTURES. Included in the sale as a part of the Premises are the buildings, structures, and improvements now thereon, and the fixtures belonging to the Seller and used in connection therewith, if any.

4. TITLE DEED. The Premises are to be conveyed by a good and sufficient Massachusetts quitclaim Deed running to the Buyer (the "Deed"), and said Deed shall convey a good and clear record and marketable title thereto, free from encumbrances, except:

- a) Provisions of existing building and zoning laws;
b) Existing rights and obligations in party walls which are not the subject of written Agreement;
c) Such taxes for the then current year as are not due and payable on the date of the delivery of such Deed;
d) Any liens for municipal betterments assessed after the date of this Agreement;
e) Easements, restrictions, and rights of way of record, if any; and
f) Driveway easements of record and as described in Exhibit A.

5. BUYER'S PREMIUM. There will be a Buyer's Premium of ten percent (10%) added to the high bid price to arrive at the total purchase price for the Premises to be paid by the successful bidder at the Closing (as hereinafter defined).

6. PURCHASE PRICE. At a public auction held on Sunday, October 19th, 2008, the Buyer agreed to purchase the Premises for the amount of _____ and 00/100Dollars (\$ _____, _____ .00) (the "Purchase Price"), of which _____ and 00/100 Dollars (\$ _____, _____ .00) is the contract bid price and _____ and 00/100

Dollars (\$_____, _____ .00) is the 10% buyer's premium. The Purchase Price shall be paid as follows:

\$ 15,000.00 is to be paid as a deposit upon signing this Agreement (the "Deposit") by certified or bank cashier's check; and

\$ _____ .00 is additional deposit necessary to equal total minimum deposit amount of 10% of contract total purchase price, to be paid at the same date and time as the initial deposit.

\$ _____ .00 balance is to be paid at the time of delivery of the Deed in cash, or by certified or bank cashier's check(s) or wire transfer.

\$ _____ .00 TOTAL CONTRACT PURCHASE PRICE

7. THE CLOSING. Payment of the Purchase Price (less the Deposit), delivery of the Deed and the consummation of the transactions contemplated by this Agreement (the "Closing") shall occur on or before Tuesday, November 18th, 2008 at 11:00 a.m. at the Hampshire District Registry of Deeds, 33 King Street, Suite 1, Northampton, Massachusetts 01060-3298, unless otherwise agreed upon in writing. Time is of the essence of this Agreement.

8. AUCTION SALE TERMS AND CONDITIONS. The terms and conditions set forth on Exhibit B are attached hereto and incorporated herein by reference. BUYER ACKNOWLEDGES THAT THIS AGREEMENT AND SUCH TERMS AND CONDITIONS ARE POSTED ON THE AUCTIONEER'S WEBSITE, WWW.BERMANAUCTIONS.COM, AND THAT BUYER HAS HAD AN ADEQUATE OPPORTUNITY TO REVIEW THE SAME BEFORE THE AUCTION AND BEFORE EXECUTING THIS AGREEMENT. BUYER ACKNOWLEDGES THAT IT HAS HERETOFORE CONDUCTED ANY AND ALL DUE DILIGENCE DESIRED BY IT AND THAT IT IS PURCHASING THE PREMISES "AS IS"; THIS AGREEMENT IS NOT CONTINGENT UPON ANY INSPECTIONS OF THE PREMISES. THE TERMS AND CONDITIONS CONTAIN FURTHER DISCLAIMERS, WAIVERS, TERMS AND CONDITIONS, ALL OF WHICH ARE INCORPORATED HEREIN.

9. FINANCING. Buyer's obligations under this Agreement are NOT CONTINGENT upon Buyer securing any financing for the purchase of the Premises. Buyer's failure to apply for or to secure financing shall not excuse Buyer from timely performance of all obligations under this Agreement.

10. EXTENSION TO PERFECT TITLE OR MAKE PREMISES CONFORM . If the Seller shall be unable to give title or to make conveyance, or to deliver possession of the Premises, all as herein stipulated, or if at the time of the delivery of the Deed the

Premises do not conform with the provisions hereof, the Seller shall use reasonable efforts to remove any defects in title, or to deliver possession as provided herein, or to make the Premises conform to the provisions hereof, as the case may be, in which event the Seller shall give written notice thereof to the Buyer at or before the time for performance hereunder and the time for performance hereof shall be extended for a period of thirty (30) days. Notwithstanding anything in this agreement to the contrary, the Seller's obligation to use reasonable efforts to remove any defects in title or to deliver possession as provided herein, or to make the Premises conform to the provisions hereof shall not obligate the Seller to expend more than \$1,000 in so doing, except for the discharge of mortgages and liens of which the Seller has actual knowledge at the time of signing this agreement.

11. FAILURE TO PERFECT TITLE OR MAKE PREMISES CONFORM, etc. If at the expiration of the extended time the Seller shall have failed so to remove any defects in title, deliver possession, or make the Premises conform, as the case may be, all as herein agreed, or if at any time during the period of this Agreement or any extension thereof, the holder of a mortgage on the Premises shall refuse to permit the insurance proceeds, if any, to be used for such purposes, then, the Deposit shall be forthwith refunded and all other obligations of all parties hereto shall cease and this Agreement shall be void without recourse to the parties hereto.

12. BUYER'S ELECTION TO ACCEPT TITLE. The Buyer shall have the election, at either the original or any extended time for performance, to accept such title as the Seller can deliver to the Premises in their then condition and to pay therefor the Purchase Price without deduction, in which case the Seller shall convey such title, except that in the event of such conveyance in accord with the provisions of this clause, if the Premises shall have been damaged by fire or casualty insured against, then the Seller shall, unless the Seller has previously restored the Premises to their former condition either:

- a. pay over or assign to the Buyer, on delivery of the Deed, all amounts recovered or recoverable on account of such insurance, less any amounts reasonably expended by the Seller for any partial restoration; or
- b. if a holder of a mortgage on the Premises shall not permit the insurance proceeds or a part thereof to be used to restore the Premises to their former condition or to be so paid over or assigned, give to the Buyer a credit against the purchase price, on delivery of the Deed, equal to said amounts so recovered or recoverable and retained by the holder of the said mortgage less any amounts reasonably expended by the Seller for any partial restoration.

13. ACCEPTANCE OF DEED. The acceptance of a Deed by the Buyer or Buyer's nominees as the case may be, shall be deemed to be full performance and discharge of every agreement and obligation herein contained or expressed, except such as are, by the terms hereof, to be performed after the delivery of said Deed.

14. USE OF PURCHASE MONEY TO CLEAR TITLE. To enable the Seller to make conveyance as herein provided, the Seller may at the time of delivery of the Deed, use the Purchase Price or any portion thereof to clear the title of any or all encumbrances or interests, provided that all instruments so procured are recorded within a reasonable time after the delivery of said Deed.

15. INSURANCE. Until the delivery of the Deed, the Seller shall maintain insurance on the Premises as follows:

Type of Insurance	Amount of Coverage
(a) Fire	As presently insured
(b) Extended Coverage	As presently insured

16. ADJUSTMENTS. Water and sewer use charges, heating oil, and real estate taxes for the then current year shall be apportioned as of the day of performance of this Agreement and the net amount thereof shall be added to or deducted from, as the case may be, the Purchase Price.

17. ADJUSTMENTS OF UNASSESSED AND ABATED TAXES. If the amount of said taxes is not known at the time of delivery of the Deed, they shall be apportioned on the basis of the taxes assessed for the preceding year, with a reapportionment as soon as the new tax rate and valuation can be ascertained; and, if the taxes which are to be apportioned shall thereafter be reduced by abatement, the amount of such abatement, less the reasonable cost of obtaining the same, shall be apportioned between the parties, provided that neither party shall be obligated to institute or prosecute proceedings for an abatement unless herein otherwise agreed.

18. DEPOSIT. The Deposit shall be held by the Auctioneer subject to the terms of this Agreement and the agreement between the Seller and the Auctioneer and shall be duly accounted for at the time for performance of this Agreement. In the event of any disagreement between the parties, the Auctioneer may retain all deposits made under this agreement pending instructions mutually given in writing by the Seller and the Buyer.

19. WARRANTIES AND REPRESENTATIONS. The Buyer acknowledges that the Buyer has not been influenced to enter into this transaction nor has it relied upon any warranties or representations not set forth or incorporated in this Agreement.

20. CONSTRUCTION OF AGREEMENT. This instrument, executed in multiple counterparts, is to be construed as a Massachusetts contract, is to take effect as a sealed instrument, sets forth the entire contract between the parties, is binding upon and inures to the benefit of the parties hereto and their respective heirs, devisees, executors, administrators, successors and assigns, and may be cancelled, modified or amended only by a written instrument executed by both the Seller and the Buyer. If two or more persons are named herein as Buyer, their obligations hereunder shall be joint and several. The captions and marginal notes are used only as a matter of convenience and are not to

be considered a part of this Agreement or to be used in determining the intent of the parties to it.

21. **LEAD PAINT.** Seller makes no representation or warranty, express or implied, as to the lead paint content of the property. Buyer acknowledges receipt of the lead paint notification package previously supplied by the Seller and Buyer takes full responsibility for compliance with all laws relating to same (and in particular Massachusetts General Laws, Chapter 111, Section 197). Buyer will assume the burden of cost for all tests, costs and compliance arising therefrom.

The parties acknowledge that, under Massachusetts law, whenever a child or children under six years of age resides in any residential premises in which any paint, plaster or other accessible material contains dangerous level of lead, the owner of said premises must remove or cover said paint, plaster or other material so as to make it inaccessible to children under six years of age.

22. **UREA FORMALDEHYDE FOAM INSULATION**

The BUYER(S) acknowledges that they are aware that Massachusetts law requires that the SELLER take reasonable steps to determine whether or not UFFI so called, being Urea Formaldehyde Foam Insulation, is present in the premises and to disclose a known presence to the BUYER(S). The SELLER state that SELLER has not caused any such insulation to be placed in these premises during the period of their ownership. SELLER further state that SELLER have no knowledge of such installation prior to said date and that they have no known symptoms of illness or discomfort which has been reported to them as being possibly related to such insulation during the period of their occupancy of these premises.

The BUYER specifically acknowledges that the information furnished and disclosed herein constitutes a reasonable step to determine and disclose the information as may be required by Massachusetts General Laws with regard to UFFI. SELLER agrees to deliver any affidavits or certifications as may be required by the BUYERS' Lender, with regard to that legislation, to the extent that they are permitted to do so.

23. **GUARANTEED PERFORMANCE.** By executing this Memorandum of Auction Sale, the Buyer GUARANTIES PAYMENT OF THE PURCHASE PRICE IN THE EVENT OF DEFAULT; upon resale of the Premises for any lesser amount, the Buyer will pay the difference between the Purchase Price and that of the resale purchase price, if any. The Buyer will also pay any and all costs of collecting said difference, if such is needed, including reasonable attorneys' fees, court costs, witness fees, and other expenses of collection. The Buyer shall have no claim to any excess created by a resale of the Premises.

24. **ADDITIONAL PROVISIONS.** The terms and conditions of the auction stated by the Auctioneer shall be incorporated herein by reference. A copy of said terms and conditions is attached hereto as Exhibit B.

25. CONTROL DOCUMENT. This Agreement and the Terms and Conditions supersede all prior agreements between the parties, either oral or written, which are hereby deemed null and void.

26. TITLE REPORT. The Buyer shall be responsible for payment of any title search desired by the Buyer.

27. AS IS. The Premises is sold "as is" and as shown, and no representations have been made by Seller in regard to its condition except those contained in this Agreement. Buyer and Seller agree that they have incorporated in this Agreement their entire understanding and no oral statement or prior written statement made by either of them or by any other person extrinsic to this Agreement shall have any force or effect. Buyer agrees that Buyer is not relying on any representations, oral or written, concerning the age, condition, workmanship or suitability of the Premises or any part thereof for any purposes made by any person, other than those representations expressly set forth in this Agreement or in other documents expressly made a part hereof.

28. NO ASSIGNMENT. If Buyer either makes an assignment of Buyer's right under this Agreement or records a copy of this Agreement, Seller, at Seller's option, may declare Seller's obligations hereunder to be null and void, and may deem Buyer to be in default of Buyer's obligations hereunder, whereupon this Agreement shall be deemed void and of no further force or effect and all deposits and interest thereon shall be retained by Seller.

29. NOTICES. All notices and mailing of any nature contemplated hereunder shall be sufficient if in writing and either delivered in hand, by certified mail, return receipt requested, postage prepaid, or by Federal Express or other recognized overnight delivery service, all delivery charges prepaid, and addressed:

If to Seller:

Rosemary Southwick, Executrix
20 Williamsville Road; P. O. Box 161
Hubbardston, Massachusetts 01452
Tel. No.: (978) 928 - 4868
Fax No.: (978) 928 - 1144

With a copy to: (attorney)

Donald A. Ball, Esquire
BALL & SARGENT, P.C.
484 Main Street, Suite 520
Worcester, Massachusetts 01608
Tel. No.: (508) 755-2675
Fax No.: (508) 753-1147

If to Buyer:

Tel. No.: () -
Fax No.: () -

For purposes of this paragraph, delivery in hand to a party to this Agreement shall include facsimile transmission to either the party or such party's copy recipient if a fax number is listed above for such party or copy recipient and if immediately followed by telephone confirmation.

3. AUCTIONEER'S FEE. An auctioneer's fee, pursuant to an agreement between the Seller and Bidmark Services, Inc. d/b/a Berman Auctioneers and Appraisers, is due from the Seller to the auctioneer.

IN WITNESS WHEREOF, we set our hands and seals on the date first above written.

SELLER

BUYER

Seller

Buyer

Seller

Buyer

Address: _____

Telephone: (____) _____

SS# or Fed. I.D. _____

AUCTIONEER
Berman Auctioneers and Appraisers
(a division of BidMark Services, Inc.)

The Auctioneer acknowledges receipt of the Deposit made the effective date hereof and in accordance with this Memorandum of Sale.

By: _____
Name: Mark H. Shear
Title: President

EXHIBIT A

LEGAL DESCRIPTION

PROPERTY ADDRESS: (

The land in Middlefield, Hampshire County, Massachusetts, bounded and described as follows:

Parcel I: Beginning at a point on the easterly side of West Hill Road at a stone wall, said point being 450 feet, more or less, north of the center of the house on the parcel herein described;

Thence along said stone wall south 84° east 550 feet, more or less, to a point in a stone wall intersecting said first course;

Thence south 14° west along said intersecting stone wall 750 feet, more or less, to a point marked by a twin maple tree in said stone wall;

Thence north 84° west 400 feet, more or less, to the said West Hill Road;

Thence 750 feet, more or less, northerly along West Hill Road to the place of beginning.

Parcel II: Beginning at a point on the westerly side of West Hill Road, which point is directly opposite the point at the place of beginning in Parcel I above;

Thence north 60° west 600 feet, more or less, to a point;

Thence southwesterly in a straight line 685 feet, more or less, to a point;

Thence south 60° east 600 feet, more or less, to a point in the westerly line of West Hill Road;

Thence in a general northerly direction along West Hill Road 750 feet, more or less, to the place of beginning.

Parcel III: Beginning at a point in the center of Cole Brook, so-called, opposite a wire fence marking the southerly line of one Graves, now or formerly, and the northerly line of one Walter Wilson;

Thence southerly along said wire fence 400 feet, more or less, to a point;

Thence westerly in a line parallel to said fence 400 feet, more or less, to the center of said Cole Brook;

Thence northerly along the center line of said Cole Brook to the place of beginning.

Containing two acres, more or less.

Together with a right of way over a 50-foot-wide strip of land running from the southwesterly portion of said Parcel II to Cole Brook, one-half mile measured from the house now located on Parcel I in common with said Walter Wilson and his successors and assigns for all the usual purposes of a way.

Together with an easement for the purposes of drawing water from the spring on land of said Walter Wilson over, across, and through the existing pipe line with rights to repair and maintain the same doing no unnecessary damage.

Being the same premises conveyed by Ann Jewitt to the Grantor herein by deed dated July 28, 1970 and recorded in the Hampshire County Registry of Deeds in Book 4760,
Page
20.

EXHIBIT B

ADDITIONAL TERMS AND CONDITIONS OF THE AUCTION

With reference to this Real Estate Sale by Public Auction on this day, October 19th, 2008, at 11:30 A.M. for the property known as and known as 39 West Hill Road (Parcel I), Middlefield, MA and (2) additional parcels of land referenced as Parcel II & Parcel III Massachusetts referenced & described in deed recorded in Hampshire District Registry of Deeds, Book 1577, Page(s) 481-482 (the "Premises"). I am at this time putting you on notice and advising you that I am voice recording all the proceedings and transactions here today, including your bidding in addition to any written records that may be kept so there will be no questions as to what is offered and the conditions of sale you are buying subject to. If there are any special terms of sale that may be invoked by either myself, by the Attorney, his/her representative or anyone connected with this sale, other than the published terms, we will have the recording on file.

Verbal descriptions by the Seller, the Auctioneer or anyone connected with this sale shall not invalidate nor become part of this sale. Capitalized terms not otherwise defined in these Terms and Conditions shall have the meanings ascribed to such terms in the Memorandum of Auction Sale (the "Memorandum") to which these Terms and Conditions are attached.

Buyer acknowledges that Buyer has been given the opportunity to conduct any and all inspections of the Premises and any and all component parts thereof, desired by the Buyer, including, without limitation, mechanical, structural, utility systems, dimensions and area of the Premises pest and termite, lead paint, asbestos, radon, mold and any hazardous chemicals, materials, or substances, and that Buyer is fully satisfied with the results of same, the condition of the Premises and accepts the Premises "AS IS" and is not relying upon any representations of the Seller or Seller's agents as to the character, quality, use, value, quantity or condition of the Premises except as expressly set forth herein.

Seller does not warrant or represent that the Premises comply with current municipal, county, state or federal codes, ordinances, statutes, laws, regulations or the like, relating to zoning, buildings, environmental, health or fire or any involving the maintenance, operation or condition of the Premises. Buyer has assumed the responsibility to check with appropriate planning authorities (including, but not limited to, zoning boards, rent control boards and housing authorities), and holds Seller harmless as to the suitability of the Premises for Buyer's occupancy. Buyer hereby agrees that Seller shall have no responsibility or liability for complying with any codes, ordinances, statutes, laws, regulations or the like which relate to lead paint, asbestos, radon, mold or any requirements that Seller remove any or all of the same, Buyer hereby assuming any and all such responsibility and liability. The Seller has made no statements and no warranties or representations, expressed or implied, regarding the Premises on which the Buyer has relied in connection with the Buyer's decision to purchase the Premises; and it is the understanding of the Parties that the entire agreement of the Parties with respect to this

transaction is fully and completely set forth in the Memorandum and the attachments thereto. The Buyer's agreements in this Paragraph shall survive delivery of the Deed.

The Seller, the Auctioneers and all parties for whom the Auctioneer may be acting, shall not be liable to any person or persons while you are on or about the Premises. All persons are upon the Premises at their own risk. Buyer agrees to indemnify, defend and hold harmless the Seller from any and all costs, damages and claims for damage to property or persons caused by Buyer or Buyer's agent(s) while on the Premises or as a result of Buyer or Buyer's agent(s) being on the Premises

The Auctioneer reserves the right to:

1. Re-offer the Premises, reopening the auction at the last bid, in the event two or more Bidders claim to be the successful Bidder or that the Auctioneer missed a bid.
2. Bid for and on behalf of any Buyer.
3. To accept or reject any and all bids.

If the Premises cannot be delivered in accordance with the terms as specified, then where a deposit has been made, then only a refund of such deposit will be made to the Buyer as the Buyer's sole remedy at law or in equity. The Buyer agrees to accept as full settlement the refund of such deposit and create no liability against the Seller, the Auctioneer and all parties involved in the sale.

The Buyer shall pay all recording charges with respect to this transaction, other than discharges of any mortgages granted by the Seller. In addition, the Buyer shall be responsible for the cost of Buyer's title examination and document preparation.

The tender of the Quitclaim Deed by the Seller at the Closing shall be deemed to be a full performance and discharge of every agreement and obligation of the Seller.

The Seller makes no representation as to the existing building and zoning laws. The Premises are being sold subject to any and all restrictions or covenants on record, if any, and the Buyer shall assume the responsibility for obtaining any and all permits from the Federal, State and Local Authorities as may be required for land use, building, zoning and conservation.

The Premises are being sold subject to all easements of record in Hampshire District Registry of Deeds. (If applicable)

The Seller will be responsible for installation of fire and smoke detector devices, if needed, in compliance with Massachusetts General Laws.

The Premises are being sold and conveyed without representation or warranty of its condition, construction, fitness for habitation or whether it conforms to applicable state or local building or sanitary codes.

The Buyer will be required to sign the Memorandum and a Notification Certification that he/she has been properly advised as to the fact that the structure being sold was built prior to January 1, 1978 and may have lead paint contamination. Buyer acknowledges that the Seller and the Auctioneer have complied with the requirements of Massachusetts General Laws Chapter 111, as amended, relative to the possible presence of lead paint in the Premises, including the provisions of Section 197A of Chapter 111. Buyer acknowledge having been verbally informed of the possible presence of dangerous levels of lead in the Premises and of the provisions of the Lead Paint Statute, so called (M.G.L. Chapter 111, Sections 190 - 199A), and the regulations promulgated thereunder, and acknowledge receipt from Seller and/or Seller's agents, of a Commonwealth of Massachusetts, Department of Health Property Transfer Notification Certification, and further acknowledges being informed by Seller and/or Seller's agents about the availability of inspections for dangerous levels of lead. Buyer hereby releases Seller, and Seller's agents, from liability for any damages, cost or expenses Buyer incurs as a result of the presence of lead in the Premises or in the soil surrounding the Premises. A copy of the Property Transfer Notification Certification signed by the Buyer is attached hereto. The terms of said Certification shall survive the delivery of the Deed hereunder. The provisions of this Paragraph shall survive delivery of the Deed hereunder.

The Buyer is purchasing the Premises "AS-IS" and is therefore buying the property with all known and unknown defects that could exist, including but not limited to contaminants, if present, such as radon gas and asbestos.

The Buyer shall deposit the required deposit with the Auctioneer. Failure on the part of the Buyer to execute the Memorandum or failure on the part of the Buyer to perform within the specified time, as stated here today, will result in a forfeiture of deposits as liquidated damages and not as a penalty for not completing the sale.

The Buyer is buying subject to "Guaranteed Performance" of the amount bid and entered on the Memorandum of Auction Sale. Guaranteed Performance is understood to mean; that in the event of default, by this Buyer, necessitating a resale at public auction or private sale for any lesser amount, the Buyer will pay the difference between his/her bid and that of the resale bid or sale price, if any, and further agrees to pay all costs of collecting said deficiency, if such is needed, to include, without limitation, reasonable attorneys' fees, court costs and witness fees. The Buyer shall have no claim to any excess that may be created by a resale.

The Auctioneer requests that all qualified bidders please remain on the Premises even after the Premises have been declared as sold, as the auction proceedings are not complete until the deposit as stipulated in the newspaper advertisement has been accepted by the Auctioneer, the Attorney and/or parties in interest and the agreement of sale has been signed.

Acceptance of terms: All bidders, by bidding at this auction sale, shall be deemed to have read, heard, and understood all the aforelisted terms and conditions of this auction and by your bidding agree to abide by such rules, reservations, terms and conditions.

(Buyer signature)

(Buyer signature)

(Buyers print names)

(Buyers' address)

_____-_____-_____
(Buyer S.S. #)

_____-_____-_____
(Buyer S.S. #)

_____-_____-_____
(Buyers' Phone)