



# Tanis Hendershot

REAL ESTATE BROKER

[tanis@windermere.com](mailto:tanis@windermere.com)

425-239-9545

## CLIENT TESTIMONIAL

"Tanis executed her role to perfection. From keeping us informed, to ensuring a satisfactory sale. Tanis was a real go getter. The team of pros and depth of experience at Windermere are a pleasure to work with. Tanis handled all of the details to ensure a satisfactory outcome for us. Would highly recommend." - Kevin H.



*If you are working with an agent, this is not meant as a solicitation for that business.*

My focus is helping each and every one of my clients with a professional and personal approach. I'm committed to seeking your best interest and supporting you throughout the entire process. I treasure being able to use this career to connect with people and I can't wait to help you.

## ABOUT ME

I grew up in the Pacific Northwest, and this area will always be home to me. I graduated from Snohomish High School, and attended community college in Everett where I pursued my photography passion. I've always been a big adventurer and I've tried many things, including being a flight attendant. Some of my hobbies are running, hiking, reading, and traveling. I love spending time with my family, friends, and goddaughter.

## BUSINESS PHILOSOPHY AND WORKING STYLE

I realize that residential real estate transactions can be an emotional experience for my clients. That's why I'm here, to help you achieve your goals and dreams, all while making your experience flow smoothly. No detail is too small, and using all of the tools at my disposal I will ensure that you feel relaxed and taken care of. I'm organized and meticulous, handling every single transaction with the highest professionalism. Since I grew up here, I'm very familiar with the greater Snohomish county area, and I can help you navigate the best neighborhoods. No matter what your needs are, your first home or your fourth, I'm here for you!



WINDERMERE REAL ESTATE/JS

# Services Menu

## **PREMIUM PACKAGE 3%**

Market analysis and property valuation

Preinspection if desired

Virtual staging

Landscaping *or* professional cleaning up to \$500

Professional photography

Drone images

Strategic marketing plan

Brokers open house

Community open house

## **BASIC PACKAGE 2.5%**

Market analysis and property valuation

Landscaping *or* professional cleaning up to \$300

Professional photography

Strategic marketing plan

Community open house



My Provided

# Five Points of Value

1

## ENHANCE HOME VALUE

We'll walk through your property together and I'll show you ways to enhance the value so you get top dollar.

2

## PRICING STRATEGY

I'll help you with a pricing strategy — not pricing too high so you scare buyers away, or too low so you leave money on the table.

3

## MAXIMUM EXPOSURE

My marketing plan will give you maximum exposure so we attract more buyers and more contracts. The more buyers and contacts you have, the higher your property will sell.

4

## NEGOTIATE THE BEST CONTRACT

I'll help you negotiate the best contract. Negotiation is an important skill in any market.

5

## TRANSACTION MANAGER

I am your transaction manager. There are a lot of moving parts. My job is to handle those parts so your contract closes on time.





How I Help

# Sell Your Home

Helping to find a buyer for your home is only one facet of my job. Below is an overview of my services and how they benefit you.

## MY SERVICES

- › Explain basic real estate principles and paperwork
- › Do a Comparative Market Analysis (CMA) to help determine your home's value
- › Help determine the right selling price
- › Assist you in preparing your home for sale
- › Market your home to buyers and other agents
- › List your home on Realtor.com, Windermere.com and other real estate websites
- › Keep you up-to-date on current market activity, as well as comments from potential buyers and agents about your home
- › Assist you with the purchase and sale agreement
- › Negotiate with buyers and their agents on your behalf
- › Track contingencies and ensure contract deadlines are met
- › Work with the escrow company to ensure all documents are in order and on time

## YOUR BENEFITS

- › Be more likely to get the highest return on your investment
- › Decrease your days on market
- › Understand all the terms, processes and paperwork involved
- › Have exposure to more buyers and agents with qualified buyers
- › Have current market information to make informed decisions
- › Have a skilled negotiator on your side
- › Have peace of mind that the details are being handled





The market value of your home is what buyers are willing to pay in today's market conditions. My job is to help you set the right price from the start, and to position your property so it stands out in the market.

**DANGERS OF PRICING ABOVE MARKET VALUE:**

- › True target buyers may not see your property because it's listed out of their price range.
- › Buyers in the higher price point may compare your home to other homes at that price and consider it a bad value.
- › It may sit on the market longer and sell for less than asking price. MLS statistics show that the longer a home is on the market, the lower the sales price.

<b>YES</b>	<b>WE CAN CONTROL:</b> <ul style="list-style-type: none"><li>› Price</li><li>› Terms of Sale</li><li>› Condition of Property</li></ul>
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<b>NO</b>	<b>WE CANNOT CONTROL:</b> <ul style="list-style-type: none"><li>› Location</li><li>› Competition</li><li>› Market Conditions</li></ul>
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**HERE'S HOW I WILL PRICE AND POSITION YOUR PROPERTY FOR THE HIGHEST RETURN:**

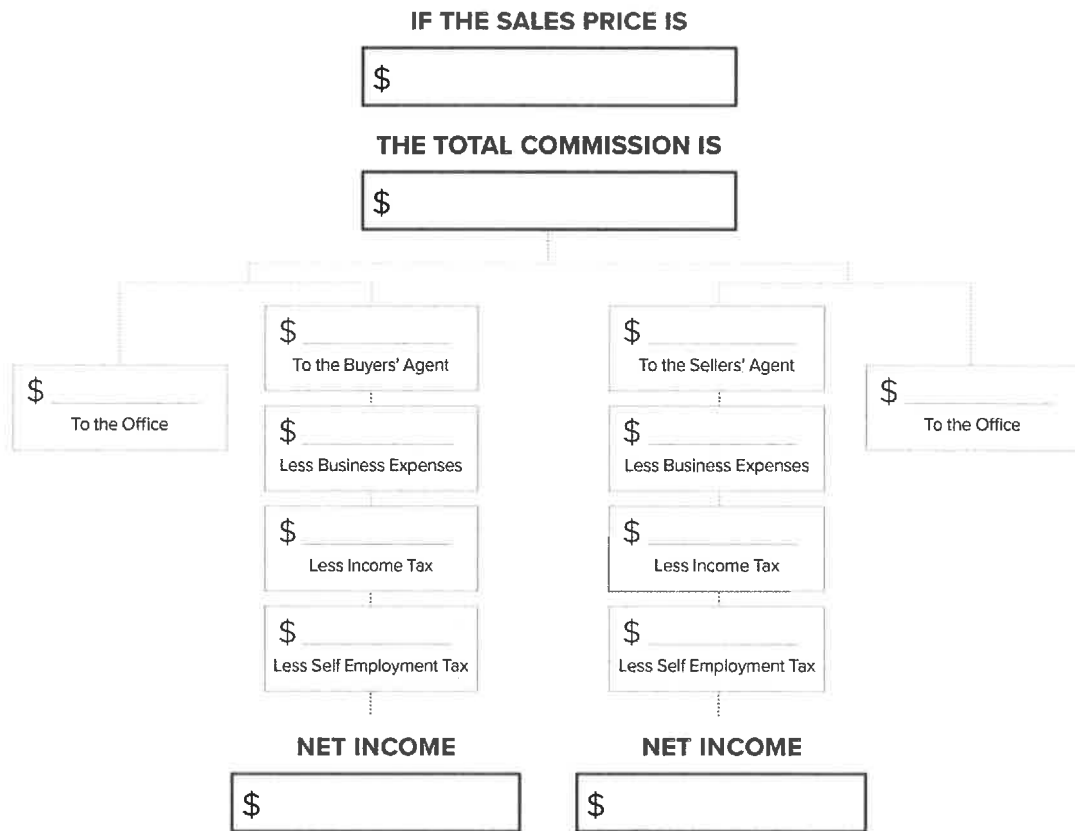
- › Analyze current market conditions and sales prices of comparable properties.
- › Discuss your goals and needs.
- › Advise you about ways to make your property more attractive to buyers.
- › Create a comprehensive marketing plan targeting the most likely buyers.
- › Market your property to other agents, and get their feedback on its price and presentation.
- › Keep you up-to-date on sales activity and market conditions.





# How I'm Compensated

As an independent contractor, I'm paid by commission only after a sale is complete. Therefore, helping you sell or buy a home is my top priority. I retain only a portion of the total commission, minus my business expenses.



\* Business expenses include, but are not limited to: office fees, Multiple Listing Service fees, Realtor Association dues, automobile expenses, communication expenses, personal marketing expenses, advertising expenses, office supplies and equipment, listing and selling expenses, insurance and continuing education.





## A Commitment to Fair Housing

All of us at Windermere Real Estate are committed to the principles of Fair Housing practices for all. Fair Housing is a matter of treating all people equally while adhering to federal, state, and local laws.

### FAIR HOUSING ISSUES

Many buyers and sellers ask questions about the people who live in a neighborhood. Such questions are outside the scope of our professional practice. Some of them raise Fair Housing issues, and all of them seek subjective judgments rather than objective information.

### THE LAW

Federal law prohibits discrimination in a real estate transaction based on race, color, religion, familial status, sex, handicap, and/or national origin, and state laws may prohibit discrimination on other bases, such as sexual orientation, veteran/military status, ancestry, and others.

**Buyers:** Ask your agent about including a “Neighborhood Review” contingency in your purchase forms to give yourself time to explore the neighborhood before making a final decision.

**Sellers:** If you receive a bona fide offer on a property, you cannot refuse to sell to or negotiate

with the prospective buyer based on the aforementioned prohibited criteria. You may not falsely represent that the home is no longer for sale, nor can you advertise the home with an indication of preference or limitation on what type of people may purchase it.

Agents are prohibited from “steering” prospective buyers to specific neighborhoods based on the aforementioned criteria. A victim of discrimination may pursue a civil lawsuit or an administrative claim and seek a temporary restraining order, permanent injunction, actual damages, punitive damages, and attorney’s fees.

### FURTHER RESOURCES

For more information, explore your local libraries’ resources on census figures in your neighborhood(s) of interest. Local police precinct stations and school districts can also provide statistical information to aid your research. Otherwise, much information is available on the Internet to help you determine which neighborhood best suits your needs.



**EXCLUSIVE SALE AND LISTING AGREEMENT**

This Exclusive Sale and Listing Brokerage Services Agreement (the "Agreement") is made by and between 1

\_\_\_\_\_  
Seller Seller ("Seller") and 2

\_\_\_\_\_  
("Listing Firm" or "Firm") with regard 3

to the real property commonly known as \_\_\_\_\_, City \_\_\_\_\_, 4

County \_\_\_\_\_, WA, Zip \_\_\_\_\_; and legally described on Exhibit A ("the Property"). 5

**1. DEFINITIONS.** (a) "MLS" means the Northwest Multiple Listing Service; and (b) "sell" includes a contract to sell; an 6  
exchange or contract to exchange; or an option to purchase. Firm need not submit to Seller any offers to lease, 7  
rent, or enter into any agreement other than for sale of the Property. 8

**2. TERM.** Seller hereby grants to Listing Firm the exclusive right to list and sell the Property from the date of mutual 9  
acceptance of this Agreement ("Effective Date") until midnight of \_\_\_\_\_ ("Listing Term"). If this 10  
Agreement expires while Seller is a party to a purchase and sale agreement for the Property, the Listing Term shall 11  
automatically extend until the sale is closed or the purchase and sale agreement is terminated. 12

**3. AGENCY.** 13

a. Pamphlet. Seller acknowledges receipt of the pamphlet entitled "Real Estate Brokerage in Washington." 14

b. Listing Broker. Listing Firm appoints \_\_\_\_\_ 15  
to represent Seller ("Listing Broker"). This Agreement creates an agency relationship with Listing Broker and 16  
any of Firm's managing brokers who supervise Listing Broker ("Supervising Broker") during the Listing Term. 17  
No other brokers affiliated with Firm are agents of Seller. 18

**4. LIMITED DUAL AGENCY.** 19

a. Listing Broker as Limited Dual Agent. If initialed below, Seller consents to Listing Broker and Supervising Broker 20  
acting as limited dual agents in the sale of the Property to a buyer that Listing Broker also represents. Seller 21  
acknowledges that as a limited dual agent, RCW 18.86.060 prohibits Listing Broker from advocating terms 22  
favorable to Seller to the detriment of the buyer and further limits Listing Broker's representation of Seller. 23

\_\_\_\_\_  
Seller's Initials Date Seller's Initials Date 24

b. Firm Limited Dual Agency. If the Property is sold to a buyer represented by one of Firm's brokers other than 25  
Listing Broker ("Listing Firm's Buyer's Broker"), Seller consents to any Supervising Broker, who also supervises 26  
Listing Firm's Buyer's Broker, acting as a limited dual agent. 27

**5. LIST DATE.** Firm shall submit this listing, including the Property information on the attached Listing Input Sheets 28  
and photographs of the Property (collectively "Listing Data"), to be published by MLS on \_\_\_\_\_ 29  
("List Date"), which date shall not be more than 90 days from the Effective Date. Seller acknowledges that exposure 30  
of the Property to the open market through MLS will increase the likelihood that Seller will receive fair market value 31  
for the Property. Accordingly, prior to the List Date, Firm and Seller shall not promote or advertise the Property in 32  
any manner whatsoever, including, but not limited to yard or other signs, flyers, websites, e-mails, texts, social 33  
media, mailers, magazines, newspapers, open houses, previews, showings, or tours. Seller shall not materially 34  
interfere with Listing Firm's marketing of the Property. To address any privacy or similar concerns, Seller may 35  
instruct Listing Broker to limit marketing by not displaying the Property address or map location on the internet, by 36  
eliminating any and all internet advertising, and by imposing specific showing requirements and other similar 37  
restrictions. 38

**6. FAIR HOUSING.** Seller acknowledges that local, state, and federal fair housing laws prohibit discrimination based 39  
on sex, marital status, sexual orientation, gender identity, race, creed, color, religion, caste, national origin, 40  
citizenship or immigration status, families with children status, familial status, honorably discharged veteran or 41  
military status, the presence of any sensory, mental, or physical disability, or the use of a support or service animal 42  
by a person with a disability. 43

\_\_\_\_\_  
Seller's Initials Date Seller's Initials Date



**EXCLUSIVE SALE AND LISTING AGREEMENT**

- 7. COMPENSATION.** Seller acknowledges that there are no standard compensation rates and the compensation in this Agreement is fully negotiable and not set by law. If during the Listing Term, Seller sells the Property and the sale closes; or the sale fails to close due to Seller's breach of the terms of the purchase and sale agreement, Seller shall pay compensation as follows:
- a. **Listing Firm Compensation.**
    - i. \_\_\_\_\_% of the sales price; \$ \_\_\_\_\_; other: \_\_\_\_\_; or
    - ii. If the buyer is not represented by a buyer brokerage firm, the Listing Firm compensation shall be \_\_\_\_\_% of the sales price; \$ \_\_\_\_\_; other \_\_\_\_\_ (equal to the amount in subsection 7(a)(i) above if not filled in).
  - b. **Buyer Brokerage Firm Compensation.** Seller acknowledges that offering compensation to a cooperating member of MLS representing the buyer ("Buyer Brokerage Firm") ("Buyer Brokerage Compensation") is not required.
    - Seller's Offer of Compensation.** Seller offers Buyer Brokerage Compensation as follows:
      - i. \_\_\_\_\_% of the sales price; \$ \_\_\_\_\_; or other \_\_\_\_\_ to Buyer Brokerage Firm, which includes another broker affiliated with Listing Firm who represents the buyer; or
      - ii. If the Listing Broker is a limited dual agent and represents both Seller and the buyer, \_\_\_\_\_% of the sales price; \$ \_\_\_\_\_; or other \_\_\_\_\_ (equal to the amount in subsection 7(b)(i) above if not filled in) to be paid to Listing Firm as Buyer Brokerage Compensation.
      - iii. Buyer Brokerage Compensation shall be paid as set forth above, unless modified by the buyer in a mutually accepted purchase and sale agreement. The offered amount may not be withdrawn or reduced with respect to a buyer after that buyer or the Buyer Brokerage Firm has notified the Listing Firm or Seller of that buyer's intent to submit an offer (and for three calendar days thereafter). Buyer Brokerage Firm is an intended third-party beneficiary of this Agreement.
      - iv. If checked,  the offer to pay Buyer Brokerage Compensation shall extend to licensed brokerage firms that are not members of MLS.
    - Buyer to Request Compensation in Offer.** In lieu of offering a specific compensation amount, Seller invites the buyer to include in the buyer's offer, the amount that the buyer requests Seller to compensate the Buyer Brokerage Firm, which amount must be agreed to by the parties. "Request in Offer" will be displayed in the compensation section of the listing.
    - No Offer of Compensation.** Seller declines to offer and does not intend to pay Buyer Brokerage Compensation. Seller acknowledges that a buyer may still submit an offer that includes an amount that the buyer requests Seller to compensate the Buyer Brokerage Firm. "None" will be displayed in the compensation section of the listing.
  - c. **Expiration of the Listing Term.** If Seller shall, within \_\_\_\_\_ days (180 days if not filled in) after the expiration of the Listing Term, sell the Property to any person to whose attention it was brought through the signs, advertising or other action of the Listing Firm, or on information secured directly or indirectly from or through Firm, during the Listing Term, Seller will pay Firm and Buyer Brokerage Firm the above compensation at closing. Provided, that if Seller pays compensation to other licensed brokerage firms in conjunction with a sale, the amount of compensation payable to Firm shall be reduced by the amount paid to such other listing firm and the compensation payable to Buyer Brokerage Firm shall be reduced by the amount paid to such other buyer brokerage firm.
  - d. **Cancellation Without Legal Cause.** If Seller cancels this Agreement without legal cause, Seller may be liable for damages incurred by Firm as a result of such cancellation, regardless of whether Seller pays compensation to another licensed brokerage firm.
  - e. **Additional Consent.** Seller consents to Firm receiving compensation from more than one party, provided that any terms offered to Firm are disclosed as required by RCW 18.86.030.

**EXCLUSIVE SALE AND LISTING AGREEMENT**

- 8. PROPERTY ACCESS AND KEYBOX.** Listing Firm shall install a keybox on the Property that holds a key to the Property which may be opened by an electronic key held by members of MLS, their brokers, and affiliated appraiser members of MLS. Unless otherwise agreed in writing or as set forth in the attached Listing Input Sheets, Firm and other members of MLS shall be entitled to show the Property at all reasonable times.
- a. Property Access for Non-Member Brokers. Listing Firm may be contacted by licensed brokers who are not members of MLS and do not have access to the keybox on the Property. Seller  authorizes;  does not authorize (authorizes if not filled in) Firm to provide access to the Property to licensed brokers who are not members of MLS. If authorized, Listing Firm  shall;  shall not (shall if not filled in) be required to attend any such showing. If authorized, Listing Firm  shall;  shall not (shall if not filled in) require brokers who are not members of MLS to execute an access agreement prior to any showing.
- 9. MULTIPLE LISTING SERVICE.** Seller authorizes Listing Firm and MLS to publish and distribute the Listing Data to other members of MLS and their affiliates and third parties for public display and other purposes, subject to any restrictions imposed by Seller. This authorization shall survive the termination of this Agreement. Firm is authorized to report the sale of the Property (including price and all terms) to MLS and to its members, financial institutions, appraisers, and others related to the sale, provided that any terms reported to MLS before the sale closes shall only be used for aggregated, anonymized reports. Firm may refer this listing to any other cooperating multiple listing service at Firm's discretion or a licensed broker who is not a member of a multiple listing service. Firm shall cooperate with all other members of MLS, members of a multiple listing service to which this listing is referred, and any licensed brokers who are not members of a multiple listing service. MLS is an intended third-party beneficiary of this Agreement and will provide the Listing Data to its members and their affiliates and third parties, without verification and without assuming any responsibility with respect to this Agreement.
- 10. PROPERTY CONDITION AND INSURANCE.** Neither Firm, MLS, nor any members of MLS or of any multiple listing service to which this listing is referred shall be responsible for, and Seller shall indemnify and hold them harmless from, any loss, theft, or damage of any nature or kind whatsoever to the Property, any personal property therein, or any personal injury resulting from the condition of the Property, including entry by the key to the keybox and/or at open houses, except for damage or injury caused by their gross negligence or willful misconduct. Seller is advised to notify Seller's insurance company that the Property is listed for sale and ascertain that the Seller has adequate insurance coverage. If the Property is to be vacant during all or part of the Listing Term, Seller is advised to request that a "vacancy clause" be added to Seller's insurance policy. Seller acknowledges that intercepting or recording conversations of persons in the Property without first obtaining their consent violates RCW 9.73.030 and Seller shall indemnify and hold Firm and other members of MLS harmless from any related claims.
- 11. SELLER'S WARRANTIES AND REPRESENTATIONS.** Seller warrants that Seller has the right to sell the Property on the terms herein. If Seller provides Firm with any photographs, drawings, or sketches of the Property, Seller warrants that Seller has the necessary rights in the photographs, drawings, or sketches to allow Firm to use them as contemplated by this Agreement. Seller shall indemnify and hold Firm and other members of MLS harmless in the event the foregoing warranties are incorrect. Seller represents, to the best of Seller's knowledge, that the Property information on the Listing Input Sheets (attached to and incorporated into this Agreement by this reference) is correct.
- 12. SHORT SALE / NO DISTRESSED HOME CONVEYANCE.** If the proceeds from the sale of the Property are insufficient to cover the Seller's costs at closing, Seller acknowledges that the decision by any beneficiary or mortgagee, or its assignees, to release its interest in the Property, for less than the amount owed, does not automatically relieve Seller of the obligation to pay any debt or costs remaining at closing, including fees such as Firm's compensation. Firm will not represent or assist Seller in a transaction that is a "Distressed Home Conveyance" as defined by Chapter 61.34 RCW unless otherwise agreed in writing. A "Distressed Home Conveyance" is a transaction where a buyer purchases property from a "Distressed Homeowner" (defined by Chapter 61.34 RCW), allows the Distressed Homeowner to continue to occupy the property, and promises to convey the property back to the Distressed Homeowner or promises the Distressed Homeowner an interest in, or portion of, the proceeds from a resale of the property.
- 13. SELLER DISCLOSURE STATEMENT.** Unless Seller is exempt under RCW 64.06, Seller shall provide to Firm as soon as reasonably practicable, a completed "Seller Disclosure Statement" (Form 17 (Residential)), (Form 17C (Unimproved Residential)), or (Form 17 Commercial). Seller shall indemnify, defend, and hold Firm harmless from and against any and all claims that the information Seller provides on Form 17, Form 17C, or Form 17 Commercial is inaccurate.

**EXCLUSIVE SALE AND LISTING AGREEMENT**

**14. CLOSING.** Seller shall furnish and pay for a buyer's policy of title insurance showing marketable title to the Property. 143  
Seller shall pay real estate excise tax and one-half of any escrow fees or such portion of escrow fees and any other 144  
fees or charges as provided by law in the case of a FHA, USDA, or VA financed sale. Rent, taxes, interest, reserves, 145  
assumed encumbrances, homeowner fees and insurance are to be prorated between Seller and the buyer as of 146  
the date of closing. Seller shall prepare and execute a certification (NWMLS Form 22E or equivalent) under the 147  
Foreign Investment in Real Property Tax Act ("FIRPTA") and Firm may provide a copy of the FIRPTA certification 148  
to escrow and the buyer. If Seller is a foreign person or entity, and the sale is not otherwise exempt from FIRPTA, 149  
Seller acknowledges that a percentage of the amount realized from the sale will be withheld for payment to the 150  
Internal Revenue Service and Seller shall pay any fees, including any fees incurred by the buyer, related to such 151  
withholding and payment. 152

**15. DAMAGES IN THE EVENT OF BUYER'S BREACH.** In the event Seller retains earnest money as liquidated 153  
damages on a buyer's breach, any costs advanced or committed by Firm on Seller's behalf shall be paid therefrom 154  
and the balance shall be  retained by Seller;  divided equally between Seller and Firm (retained by Seller if not 155  
checked). 156

**16. ATTORNEYS' FEES.** In the event either party employs an attorney to enforce any terms of this Agreement and 157  
is successful, the other party agrees to pay reasonable attorneys' fees. In the event of trial, the successful party 158  
shall be entitled to an award of attorneys' fees and expenses; the amount of the attorneys' fees and expenses shall 159  
be fixed by the court. The venue of any suit shall be the county in which the Property is located. 160

**17. OTHER.** 161  
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\_\_\_\_\_  
Seller's Signature Date Seller's Signature Date 180

\_\_\_\_\_  
Seller E-mail Address Seller Phone Number 181

\_\_\_\_\_  
Listing Firm Listing Broker's Signature Date 182

\_\_\_\_\_  
Listing Firm License Number Listing Broker License Number 183

\_\_\_\_\_  
Listing Broker E-mail Address Listing Broker Phone Number 184

**RESIDENTIAL Exclusive Listing Agreement (page 1 of 5)**  
**LISTING INPUT SHEET**

• Indicates Required information ( ) Indicates Maximum Choice

**LISTING #**

**ADDRESS**

• State		• County		• City	
• ZIP Code + 4		• Area		• Community/District	
• Street #	Modifier	Direction	• Street Name		
Suffix			Post Direction		Unit #

**LISTING**

\$	• Listing Price	• Listing Date	• Expiration Date	• Tax ID#	• Preliminary Title Ordered
Title Company (60 characters maximum)					
• Offers (1)					
<input type="checkbox"/> Seller intends to review offers upon receipt		Offer Review Date		FIRPTA withholding	Equitable Interest
<input type="checkbox"/> Seller to review offers on Offer Review Date (may review/accept sooner)		<i>(required if 2nd "Offers" option is selected)</i>		required?	

**LOCATION**

Lot Number	Block	Plat/Subdivision/Building Name
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**PROPERTY INFORMATION**

<u>Yes</u>	<u>Yes</u>	<u>Yes</u>	<u>Yes</u>	<u>Yes</u>
• Prohibit Blogging	• Allow Automated Valuation	• Show Map Link	• Internet Advertising	• Show Address to Public
Buyer Brkg. Comp. (BBC) (25 characters maximum)		Compensation Type	Tail Provision (Days) <i>(required if compensation offered)</i>	
Buyer Brkg. Compensation Comments (40 characters maximum)				
• Year Built	Effective Year Built	Effective Year Built Source		

**SQFT INFORMATION**

Approximate Square Footage = Finished SqFt + Unfinished SqFt (This value is automatically calculated for you)  
*(Do NOT include SqFt of garage in Finished or Unfinished SqFt fields. Approximate Square Footage should exclude garage.)*

Finished SqFt	Unfinished SqFt	• SqFt Source
Garage SqFt	• Lot Size (SqFt)	• Lot Size Source

**VIRTUAL TOURS**

Virtual Tour #1 URL <i>(Please include http:// or https://)</i>	Virtual Tour #1 Description
Virtual Tour #2 URL <i>(Please include http:// or https://)</i>	Virtual Tour #2 Description
Virtual Tour #3 URL <i>(Please include http:// or https://)</i>	Virtual Tour #3 Description

**INITIALS:**

Seller	Date	Seller	Date	Broker	Date
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**RESIDENTIAL Exclusive Listing Agreement (page 2 of 5)**  
**LISTING INPUT SHEET**

Listing Address: \_\_\_\_\_

LAG # \_\_\_\_\_

**ADDITIONAL TAX ID's**

Additional Tax ID# \_\_\_\_\_

Additional Tax ID# \_\_\_\_\_

Additional Tax ID# \_\_\_\_\_

Additional Tax ID's to be listed on attached sheets

**BROKER INFORMATION**

• Listing Broker  
 - ID# \_\_\_\_\_

Broker Name \_\_\_\_\_

Listing Office - ID# \_\_\_\_\_

Brokerage Firm Name \_\_\_\_\_

Co-Broker - ID# \_\_\_\_\_

Co-Broker Name \_\_\_\_\_

Co-Office - ID# \_\_\_\_\_

Co-Brokerage Firm Name \_\_\_\_\_

**LISTING INFORMATION**

• Possession (3)

- Closing
- Negotiable
- See Remarks
- Sub. Tenant's Rights

• Showing Information (10)

- Appointment
- Call Listing Office
- Day Sleeper
- Gate Code Needed
- MLS Keybox
- Other Keybox
- Owner-Call First
- Pet in House
- Power Off
- Renter-Call First
- Security System
- See Remarks
- ShowingTime
- Vacant

• Potential Terms (10)

- Assumable
- Cash Out
- Conventional
- Farm Home Loan
- FHA
- Lease/Purchase
- Owner Financing
- Rehab Loan
- See Remarks
- State Bond
- USDA
- VA

Short Term Rental \_\_\_\_\_

\$ \_\_\_\_\_  
 Monthly Rent (\$) - if rented

• Senior Exemption \_\_\_\_\_

Right of First Refusal \_\_\_\_\_

• Tax Year \_\_\_\_\_

\$ \_\_\_\_\_  
 • Annual Taxes

• Form 17 \_\_\_\_\_

• Common Interest Cmty (RCW 64.90) \_\_\_\_\_

**HOMEOWNER ASSOCIATION INFORMATION**

• Homeowners Association \_\_\_\_\_

\$ \_\_\_\_\_  
 HOA Dues

HOA Dues Freq \_\_\_\_\_

HOA Dues Include (15)

- Cable TV
- Central Hot Water
- Common Area Maintenance
- Concierge
- Earthquake Ins.
- Garbage
- Internet
- Lawn Service
- Natural Gas
- Road Maintenance
- Security Services
- See Remarks
- Sewer
- Snow Removal
- Water

Other Dues/Fees (see remarks) \_\_\_\_\_

Association Contact's Name \_\_\_\_\_

Association Phone No. \_\_\_\_\_

**SCHOOL & OWNER INFORMATION**

• School District \_\_\_\_\_

Elementary School \_\_\_\_\_

Junior High/Middle School \_\_\_\_\_

Senior High School \_\_\_\_\_

• Owner's Name \_\_\_\_\_

Owner's Name 2 \_\_\_\_\_

Owner's Phone \_\_\_\_\_

• Occupant Type \_\_\_\_\_

• Phone to Show \_\_\_\_\_

• Owner's City and State \_\_\_\_\_

• Occupant's Name \_\_\_\_\_

• Bank / RE Owned \_\_\_\_\_

• 3rd Party Approval Required (2)  
 None  Other - See Remarks  
 Short Sale

• Auction \_\_\_\_\_

INITIALS:

Seller \_\_\_\_\_

Date \_\_\_\_\_

Seller \_\_\_\_\_

Date \_\_\_\_\_

Broker \_\_\_\_\_

Date \_\_\_\_\_

**RESIDENTIAL Exclusive Listing Agreement (page 3 of 5)**  
**LISTING INPUT SHEET**

Listing Address: \_\_\_\_\_

LAG # \_\_\_\_\_

**SITE INFORMATION**

Lot Dimensions \_\_\_\_\_

Waterfront Footage (Feet) \_\_\_\_\_

Pool \_\_\_\_\_

Zoning Code \_\_\_\_\_

Zoning Jurisdiction \_\_\_\_\_

Lot Topo./Veg. (7)

View (7)

• Leased Land

- Brush
- Dune
- Equestrian
- Fruit Trees
- Garden Space
- Level
- Partial Slope
- Pasture
- Rolling
- Sloped
- Steep Slope
- Terraces
- Wooded

- Bay
- Canal
- City
- Golf Course
- Jetty
- Lake
- Mountain
- Ocean
- Partial
- Pond
- River
- Sea
- See Remarks
- Sound
- Strait
- Territorial

Waterfront (5)

- Bank-High
- Bank-Low
- Bank-Medium
- Bay
- Bulkhead
- Canal
- Creek
- Jetty
- Lake
- No Bank
- Ocean
- River
- Saltwater
- Sea
- Sound
- Strait

Site Features (14)

- Arena-Indoor
- Arena-Outdoor
- Athletic Court
- Barn
- Boat House
- Cabana/Gazebo
- Cable TV
- Deck
- Dock
- Dog Run
- Electric Car Charging
- Fenced-Fully
- Fenced-Partially
- Gas Available
- Gated Entry
- Green House
- High Speed Internet
- Hot Tub/Spa
- Irrigation
- Moorage
- Outbuildings
- Patio
- Propane
- Rooftop Deck
- RV Parking
- Shop
- Sprinkler System
- Stable

Lot Details (8)

- Adjacent to Public Land
- Alley
- Corner Lot
- Cul-de-sac
- Curbs
- Dead End Street
- Dirt Road
- Drought Res Landscape
- High Voltage Line
- Open Space
- Paved Street
- Secluded
- Sidewalk
- Value in Land

Water Access (4)

- Beach Rights
- Community Waterfront/Pvt Beach
- Deeded Access
- Non-Deeded Access
- Tideland Rights

**BUILDING INFORMATION**

• Sewer (2)

- Available
- None
- Septic
- Sewer Connected
- STEP System

Basement (3)

- Daylight
- Fully Finished
- None
- Partially Finished
- Roughed In
- Unfinished

• Parking Type (4)

- Carport-Attached
- Carport-Detached
- Driveway Parking
- Garage-Attached
- Garage-Detached
- None
- Off Street

Approved # of Bedrooms (septic) \_\_\_\_\_

• Total Covered Parking \_\_\_\_\_

Builder \_\_\_\_\_

• New Construction

New Construction State \_\_\_\_\_

Estimated Completion Date \_\_\_\_\_

Architecture \_\_\_\_\_

Building Condition \_\_\_\_\_

• Style Code \_\_\_\_\_

Manufactured Home Serial No. \_\_\_\_\_

Manufactured Home Manufacturer \_\_\_\_\_

Manufactured Home Model Number \_\_\_\_\_

• Exterior (4)

- Brick
- Cement Planked
- Cement/Concrete
- Log
- Metal/Vinyl
- See Remarks
- Stone
- Stucco
- Wood
- Wood Products

Foundation (3)

- Concrete Block
- Concrete Ribbon
- Post & Block
- Post & Pillar
- Poured Concrete
- See Remarks
- Slab
- Tie down

• Roof (3)

- Built-up
- Cedar Shake
- Composition
- Flat
- Green (Living)
- Metal
- See Remarks
- Tile
- Torch Down

Home Faces \_\_\_\_\_

• Building Information (3)

- Attached/Zero Lot Line
- Built on Lot
- Detached
- Manufactured Home
- Modular
- Planned Unit Dev

Accessibility Features (12)

- Accessible Approach
- Accessible Entrance
- Accessible Central Living/Common Area
- Accessible Bedroom
- Accessible Bath
- Accessible Kitchen

- Accessible Utility
- Modifications for Hearing/Vision
- Accessible Elevator or Lift Installed
- Ceiling Track
- Smart Technology
- Other

**ACCESSORY DWELLING UNIT**

Accessory Dwelling Unit \_\_\_\_\_

Detached Dwelling (Finished SqFt) \_\_\_\_\_

ADU Bedroom(s) \_\_\_\_\_

ADU Bathroom(s) \_\_\_\_\_

INITIALS:

Seller \_\_\_\_\_

Date \_\_\_\_\_

Seller \_\_\_\_\_

Date \_\_\_\_\_

Broker \_\_\_\_\_

Date \_\_\_\_\_

**RESIDENTIAL Exclusive Listing Agreement (page 4 of 5)**  
**LISTING INPUT SHEET**

Listing Address: \_\_\_\_\_

LAG # \_\_\_\_\_

**GREEN BUILDING INFORMATION**

**Green Certification (4)**

- Built Green™
- LEED™
- Northwest ENERGY STAR®
- Other - See Remarks

Built Green™ \_\_\_\_\_

LEED™ \_\_\_\_\_

Northwest ENERGY STAR® \_\_\_\_\_

**Construction Methods (2)**

- Advanced Wall
- Double Wall
- Ins. Concrete Form (ICF)
- Post & Beam
- Standard Frame
- Steel & Concrete
- Strawbale
- Structural Ins. Panel (SIPs)
- Tilt-up

EPS Energy Score (0-99,999kWh) \_\_\_\_\_

HERS Index Score (0-150) \_\_\_\_\_

**INTERIOR FEATURES**

**Lower Fireplaces**

**Type of Fireplace (5)**

- Electric
- Gas
- Other - See Remarks
- Pellet
- Wood

**Upper Fireplaces**

**Interior Features (17)**

- 2nd Kitchen
- 2nd Primary BR
- Bath Off Primary
- Built-in Vacuum
- Ceiling Fan(s)
- Dbl Pane/Storm Windw
- Dining Room

**Main Fireplaces**

- Elevator
- Fireplace (Primary BR)
- French Doors
- High Tech Cabling
- Hot Tub/Spa
- Jetted Tub
- Loft
- Sauna
- Security System
- Skylights
- SMART Wired
- Solarium/Atrium
- Sprinkler System
- Triple Pane Windows
- Vaulted Ceilings
- Walk-in Closet
- Walk-in Pantry
- Wet Bar
- Wine Cellar
- Wired for Generator

**Water Heater Type**

**• Energy Source (6)**

- Electric
- Geothermal
- Ground Source
- Natural Gas
- Oil
- Pellet
- Propane
- See Remarks
- Solar (Unspecified)
- Solar Hot Water
- Solar PV
- Wood

**Water Heater Location**

**• Heating (8)**

- 90%+ High Efficiency
- Baseboard
- Ductless HP-Mini Split
- Forced Air
- Heat Pump
- High Efficiency (Unspecified)
- Hot Water Recirc Pump
- HRV/ERV System
- Insert
- None
- Other - See Remarks
- Radiant
- Radiator
- Stove/Free Standing
- Tankless Water Heater
- Wall

**Leased Equipment**

**• Cooling (8)**

- 90%+ High Efficiency
- Central A/C
- Ductless HP-Mini Split
- Forced Air
- Heat Pump
- HEPA Air Filtration
- High Efficiency (Unspecified)
- Insert
- None
- Other - See Remarks
- Radiant
- Wall
- Window Unit A/C

**Floor Covering (5)**

- Bamboo/Cork
- Ceramic Tile
- Concrete
- Engineered Hardwood
- Fir/Softwood
- Granite
- Hardwood
- Laminate
- Laminate Hardwood
- Laminate Tile
- Marble
- Other Renewable
- See Remarks
- Slate
- Stone
- Travertine
- Vinyl
- Vinyl Plank
- Wall to Wall Carpet

**Appliances That Stay (10)**

- Dishwasher(s)
- Double Oven
- Dryer(s)
- Garbage Disposal
- Microwave(s)
- Refrigerator(s)
- See Remarks
- Stove(s)/Range(s)
- Trash Compactor
- Washer(s)

**Excluded Items**

**UTILITY / COMMUNITY**

**Community Features (11)**

- Age Restriction
- Airfield
- Athletic Court
- Boat Launch
- CCRs
- Clubhouse
- Gated Entry
- Golf Course
- Park
- Playground
- Trails

**• Water Source (3)**

- Community
- Individual Well
- Lake
- Private
- Public
- See Remarks
- Shared Well
- Shares
- Water Catchment System
- Well Needed

Irrigation Comments (Max 40 characters) \_\_\_\_\_

Water Company \_\_\_\_\_

Power Company \_\_\_\_\_

Sewer Company \_\_\_\_\_

Cable/TV Provider \_\_\_\_\_

Internet Service Provider \_\_\_\_\_

Public Transit Nearby \_\_\_\_\_

Transit Route \_\_\_\_\_

INITIALS:

Seller \_\_\_\_\_

Date \_\_\_\_\_

Seller \_\_\_\_\_

Date \_\_\_\_\_

Broker \_\_\_\_\_

Date \_\_\_\_\_

**RESIDENTIAL Exclusive Listing Agreement (page 5 of 5)**  
**LISTING INPUT SHEET**

**Listing Address:** \_\_\_\_\_

**LAG #** \_\_\_\_\_

**ROOM LOCATION**

• **Level (1)** M for Main L for Lower S for Split G for Garage U2 for Upper (2nd Floor) U3 for Upper (3rd Floor) U4 for Upper (4th Floor)

<b>Approved Accessory</b> _____	<b>Extra Fin Room</b> _____	<b>Living Room</b> _____
<b>Bonus Room</b> _____	<b>Family Room</b> _____	<b>Primary Bedroom</b> _____
<b>Den/Office</b> _____	<b>Great Room</b> _____	<b>Rec Room</b> _____
<b>Dining Room</b> _____	<b>Kitchen with Eating Space</b> _____	<b>Studio</b> _____
<b>Entry</b> _____	<b>Kitchen w/o Eating Space</b> _____	<b>Utility Room</b> _____

**No. of Bedrooms** M \_\_\_ L \_\_\_ U2 \_\_\_ U3 \_\_\_ U4 \_\_\_  
 (Excluding Primary Bedroom)

**No. of Full Baths** M \_\_\_ L \_\_\_ U2 \_\_\_ U3 \_\_\_ U4 \_\_\_

**No. of 1/2 Baths** M \_\_\_ L \_\_\_ U2 \_\_\_ U3 \_\_\_ U4 \_\_\_

**No. of Bathtubs** \_\_\_\_\_ **No. of Showers** \_\_\_\_\_

**No. of 3/4 Baths** M \_\_\_ L \_\_\_ U2 \_\_\_ U3 \_\_\_ U4 \_\_\_

**REMARKS**

**Marketing Remarks.** CAUTION! The comments you make in the following lines are limited to descriptions of the land and improvements only. These remarks will appear in the client handouts and websites. (750)

**Confidential Broker-Only Remarks.** Comments in this category are for broker's use only. (500)

• **Driving Directions to Property (200)**

INITIALS:

\_\_\_\_\_  
 Seller

\_\_\_\_\_  
 Date

\_\_\_\_\_  
 Seller

\_\_\_\_\_  
 Date

\_\_\_\_\_  
 Broker

\_\_\_\_\_  
 Date



**SELLER DISCLOSURE STATEMENT  
IMPROVED PROPERTY**

**SELLER:** \_\_\_\_\_  
Seller Seller

To be used in transfers of improved residential real property, including residential dwellings up to four units, new construction, dwellings in a residential common interest community not subject to a public offering statement, condominiums not subject to a public offering statement, certain timeshares, and manufactured and mobile homes. See RCW Chapter 64.06 for further information.

**INSTRUCTIONS TO THE SELLER**

Please complete the following form. Do not leave any spaces blank. If the question clearly does not apply to the property check "NA." If the answer is "yes" to any asterisked (\*) item(s), please explain on attached sheets. Please refer to the line number(s) of the question(s) when you provide your explanation(s). For your protection you must date and initial each page of this disclosure statement and each attachment. Delivery of the disclosure statement must occur not later than five (5) business days, unless otherwise agreed, after mutual acceptance of a written purchase and sale agreement between Buyer and Seller.

**NOTICE TO THE BUYER**

THE FOLLOWING DISCLOSURES ARE MADE BY THE SELLER ABOUT THE CONDITION OF THE PROPERTY LOCATED AT \_\_\_\_\_, CITY \_\_\_\_\_, STATE \_\_\_\_\_, ZIP \_\_\_\_\_, COUNTY \_\_\_\_\_ ("THE PROPERTY") OR AS LEGALLY DESCRIBED ON THE ATTACHED EXHIBIT A.

SELLER MAKES THE FOLLOWING DISCLOSURES OF EXISTING MATERIAL FACTS OR MATERIAL DEFECTS TO BUYER BASED ON SELLER'S ACTUAL KNOWLEDGE OF THE PROPERTY AT THE TIME SELLER COMPLETES THIS DISCLOSURE STATEMENT. UNLESS YOU AND SELLER OTHERWISE AGREE IN WRITING, YOU HAVE THREE (3) BUSINESS DAYS FROM THE DAY SELLER OR SELLER'S AGENT DELIVERS THIS DISCLOSURE STATEMENT TO YOU TO RESCIND THE AGREEMENT BY DELIVERING A SEPARATELY SIGNED WRITTEN STATEMENT OF RESCISSION TO SELLER OR SELLER'S AGENT. IF THE SELLER DOES NOT GIVE YOU A COMPLETED DISCLOSURE STATEMENT, THEN YOU MAY WAIVE THE RIGHT TO RESCIND PRIOR TO OR AFTER THE TIME YOU ENTER INTO A PURCHASE AND SALE AGREEMENT.

THE FOLLOWING ARE DISCLOSURES MADE BY SELLER AND ARE NOT THE REPRESENTATIONS OF ANY REAL ESTATE LICENSEE OR OTHER PARTY. THIS INFORMATION IS FOR DISCLOSURE ONLY AND IS NOT INTENDED TO BE A PART OF ANY WRITTEN AGREEMENT BETWEEN BUYER AND SELLER.

FOR A MORE COMPREHENSIVE EXAMINATION OF THE SPECIFIC CONDITION OF THIS PROPERTY YOU ARE ADVISED TO OBTAIN AND PAY FOR THE SERVICES OF QUALIFIED EXPERTS TO INSPECT THE PROPERTY, WHICH MAY INCLUDE, WITHOUT LIMITATION, ARCHITECTS, ENGINEERS, LAND SURVEYORS, PLUMBERS, ELECTRICIANS, ROOFERS, BUILDING INSPECTORS, ON-SITE WASTEWATER TREATMENT INSPECTORS, OR STRUCTURAL PEST INSPECTORS. THE PROSPECTIVE BUYER AND SELLER MAY WISH TO OBTAIN PROFESSIONAL ADVICE OR INSPECTIONS OF THE PROPERTY OR TO PROVIDE APPROPRIATE PROVISIONS IN A CONTRACT BETWEEN THEM WITH RESPECT TO ANY ADVICE, INSPECTION, DEFECTS OR WARRANTIES.

Seller  is /  is not occupying the Property.

**I. SELLER'S DISCLOSURES:**

\*If you answer "Yes" to a question with an asterisk (\*), please explain your answer and attach documents, if available and not otherwise publicly recorded. If necessary, use an attached sheet.

**1. TITLE**

YES NO DONT N/A  
KNOW

- A. Do you have legal authority to sell the property? If no, please explain.
- \*B. Is title to the property subject to any of the following?
  - (1) First right of refusal
  - (2) Option
  - (3) Lease or rental agreement
  - (4) Life estate?
- \*C. Are there any encroachments, boundary agreements, or boundary disputes?
- \*D. Is there a private road or easement agreement for access to the property?
- \*E. Are there any rights-of-way, easements, or access limitations that may affect the Buyer's use of the property?
- \*F. Are there any written agreements for joint maintenance of an easement or right-of-way?
- \*G. Is there any study, survey project, or notice that would adversely affect the property?
- \*H. Are there any pending or existing assessments against the property?
- \*I. Are there any zoning violations, nonconforming uses, or any unusual restrictions on the property that would affect future construction or remodeling?

SELLER'S INITIALS \_\_\_\_\_ Date \_\_\_\_\_

SELLER'S INITIALS \_\_\_\_\_ Date \_\_\_\_\_

**SELLER DISCLOSURE STATEMENT  
 IMPROVED PROPERTY**

(Continued)

	YES	NO	DON'T KNOW	N/A	
*J. Is there a boundary survey for the property? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	54 55
*K. Are there any covenants, conditions, or restrictions recorded against the property? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	56 57
<b>NOTICE TO BUYER:</b> Covenants or deed restrictions based on race, creed, sexual orientation, or other protected class were voided by RCW 49.60.224 and are unenforceable. Washington law allows for the illegal language to be struck by bringing an action in superior court or by the free recording of a restrictive covenant modification document. Many county auditor websites provide a short form with instructions on this process.					58 59 60 61 62
<b>2. WATER</b>					63
<b>A. Household Water</b>					64
(1) The source of water for the property is: <input type="checkbox"/> Private or publicly owned water system					65
<input type="checkbox"/> Private well serving only the subject property * <input type="checkbox"/> Other water system					66
*If shared, are there any written agreements? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	67
*(2) Is there an easement (recorded or unrecorded) for access to and/or maintenance of the water source? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	68 69
*(3) Are there any problems or repairs needed? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	70
(4) During your ownership, has the source provided an adequate year-round supply of potable water? ..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	71
If no, please explain: _____					72
*(5) Are there any water treatment systems for the property? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	73
If yes, are they: <input type="checkbox"/> Leased <input type="checkbox"/> Owned					74
*(6) Are there any water rights for the property associated with its domestic water supply, such as a water right permit, certificate, or claim? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	75 76
(a) If yes, has the water right permit, certificate, or claim been assigned, transferred, or changed? ..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	77
*(b) If yes, has all or any portion of the water right not been used for five or more successive years? ..	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	78
*(7) Are there any defects in the operation of the water system (e.g. pipes, tank, pump, etc.)? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	79
<b>B. Irrigation Water</b>					80
(1) Are there any irrigation water rights for the property, such as a water right permit, certificate, or claim? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	81 82
*(a) If yes, has all or any portion of the water right not been used for five or more successive years? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	83 84
*(b) If so, is the certificate available? (If yes, please attach a copy.) .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	85
*(c) If so, has the water right permit, certificate, or claim been assigned, transferred, or changed? ...	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	86
*(2) Does the property receive irrigation water from a ditch company, irrigation district, or other entity? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	87
If so, please identify the entity that supplies water to the property: _____					88 89
<b>C. Outdoor Sprinkler System</b>					90
(1) Is there an outdoor sprinkler system for the property? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	91
*(2) If yes, are there any defects in the system? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	92
*(3) If yes, is the sprinkler system connected to irrigation water? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	93
<b>3. SEWER/ON-SITE SEWAGE SYSTEM</b>					94
<b>A. The property is served by:</b>					95
<input type="checkbox"/> Public sewer system <input type="checkbox"/> On-site sewage system (including pipes, tanks, drainfields, and all other component parts)					96
<input type="checkbox"/> Other disposal system					97
Please describe: _____					98
<b>B. If public sewer system service is available to the property, is the house connected to the sewer main? .....</b>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	99
If no, please explain: _____					100 101

**SELLER DISCLOSURE STATEMENT  
 IMPROVED PROPERTY**

(Continued)

	YES	NO	DON'T KNOW	N/A	
*C. Is the property subject to any sewage system fees or charges in addition to those covered in your regularly billed sewer or on-site sewage system maintenance service?.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	102 103 104
D. If the property is connected to an on-site sewage system:					105
*(1) Was a permit issued for its construction, and was it approved by the local health department or district following its construction?.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	106 107
(2) When was it last pumped? _____					108
*(3) Are there any defects in the operation of the on-site sewage system? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	109
(4) When was it last inspected? _____ By whom: _____			<input type="checkbox"/>	<input type="checkbox"/>	110 111
(5) For how many bedrooms was the on-site sewage system approved? _____ bedrooms			<input type="checkbox"/>	<input type="checkbox"/>	112
E. Are all plumbing fixtures, including laundry drain, connected to the sewer/on-site sewage system? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	113 114
If no, please explain: _____					115
*F. Have there been any changes or repairs to the on-site sewage system? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	116
G. Is the on-site sewage system, including the drainfield, located entirely within the boundaries of the property? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	117 118
If no, please explain: _____					119
*H. Does the on-site sewage system require monitoring and maintenance services more frequently than once a year?.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	120 121

NOTICE: IF THIS RESIDENTIAL REAL PROPERTY DISCLOSURE IS BEING COMPLETED FOR NEW CONSTRUCTION WHICH HAS NEVER BEEN OCCUPIED, SELLER IS NOT REQUIRED TO COMPLETE THE QUESTIONS LISTED IN ITEM 4 (STRUCTURAL) OR ITEM 5 (SYSTEMS AND FIXTURES). 122  
123  
124

**4. STRUCTURAL** 125

*A. Has the roof leaked within the last 5 years? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	126
*B. Has the basement flooded or leaked? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	127
*C. Have there been any conversions, additions or remodeling? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	128
*(1) If yes, were all building permits obtained? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	129
*(2) If yes, were all final inspections obtained? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	130
D. Do you know the age of the house? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	131
If yes, year of original construction: _____					132
*E. Has there been any settling, slippage, or sliding of the property or its improvements? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	133
*F. Are there any defects with the following: (If yes, please check applicable items and explain) .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	134
<input type="checkbox"/> Foundations	<input type="checkbox"/> Decks	<input type="checkbox"/> Exterior Walls			135
<input type="checkbox"/> Chimneys	<input type="checkbox"/> Interior Walls	<input type="checkbox"/> Fire Alarms			136
<input type="checkbox"/> Doors	<input type="checkbox"/> Windows	<input type="checkbox"/> Patio			137
<input type="checkbox"/> Ceilings	<input type="checkbox"/> Slab Floors	<input type="checkbox"/> Driveways			138
<input type="checkbox"/> Pools	<input type="checkbox"/> Hot Tub	<input type="checkbox"/> Sauna			139
<input type="checkbox"/> Sidewalks	<input type="checkbox"/> Outbuildings	<input type="checkbox"/> Fireplaces			140
<input type="checkbox"/> Garage Floors	<input type="checkbox"/> Walkways	<input type="checkbox"/> Siding			141
<input type="checkbox"/> Wood Stoves	<input type="checkbox"/> Elevators	<input type="checkbox"/> Incline Elevators			142
<input type="checkbox"/> Stairway Chair Lifts	<input type="checkbox"/> Wheelchair Lifts	<input type="checkbox"/> Other _____			143
*G. Was a structural pest or "whole house" inspection done? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	144
If yes, when and by whom was the inspection completed? _____					145 146
H. During your ownership, has the property had any wood destroying organism or pest infestation?.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	147
I. Is the attic insulated?.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	148
J. Is the basement insulated? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	149

SELLER'S INITIALS \_\_\_\_\_ Date \_\_\_\_\_

SELLER'S INITIALS \_\_\_\_\_ Date \_\_\_\_\_

**SELLER DISCLOSURE STATEMENT  
 IMPROVED PROPERTY**

(Continued)

	YES	NO	DON'T KNOW	N/A	150
<b>5. SYSTEMS AND FIXTURES</b>					151
*A. If any of the following systems or fixtures are included with the transfer, are there any defects? If yes, please explain: _____					152 153
Electrical system, including wiring, switches, outlets, and service .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	154
Plumbing system, including pipes, faucets, fixtures, and toilets .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	155
Hot water tank .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	156
Garbage disposal .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	157
Appliances.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	158
Sump pump .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	159
Heating and cooling systems .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	160
Security system: <input type="checkbox"/> Owned <input type="checkbox"/> Leased.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	161
Other _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	162
*B. If any of the following fixtures or property is included with the transfer, are they leased? (If yes, please attach copy of lease.)					163 164
Security System: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	165
Tanks (type): _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	166
Satellite dish: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	167
Other: _____	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	168
*C. Are any of the following kinds of wood burning appliances present at the property?					169
(1) Woodstove? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	170
(2) Fireplace insert? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	171
(3) Pellet stove? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	172
(4) Fireplace? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	173
If yes, are all of the (1) woodstoves or (2) fireplace inserts certified by the U.S. Environmental Protection Agency as clean burning appliances to improve air quality and public health? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	174 175
D. Is the property located within a city, county, or district or within a department of natural resources fire protection zone that provides fire protection services? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	176 177
E. Is the property equipped with carbon monoxide alarms? (Note: Pursuant to RCW 19.27.530, Seller must equip the residence with carbon monoxide alarms as required by the state building code.).....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	178 179
F. Is the property equipped with smoke detection devices? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	180
(Note: Pursuant to RCW 43.44.110, if the property is not equipped with at least one smoke detection device, at least one must be provided by the seller.)					181 182
G. Does the property currently have internet service? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	183
Provider: _____					184
<b>6. HOMEOWNERS' ASSOCIATION/COMMON INTERESTS</b>					185
A. Is there a Homeowners' Association? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	186
Name of Association and contact information for an officer, director, employee, or other authorized agent, if any, who may provide the association's financial statements, minutes, bylaws, fining policy, and other information that is not publicly available: _____					187 188 189
B. Are there regular periodic assessments? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	190
\$ _____ per <input type="checkbox"/> month <input type="checkbox"/> year					191
<input type="checkbox"/> Other: _____					192
*C. Are there any pending special assessments? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	193
*D. Are there any shared "common areas" or any joint maintenance agreements (facilities such as walls, fences, landscaping, pools, tennis courts, walkways, or other areas co-owned in undivided interest with others)? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	194 195 196
<b>7. ENVIRONMENTAL</b>					197
*A. Have there been any flooding, standing water, or drainage problems on the property that affect the property or access to the property? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	198 199
*B. Does any part of the property contain fill dirt, waste, or other fill material?.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	200
*C. Is there any material damage to the property from fire, wind, floods, beach movements, earthquake, expansive soils, or landslides? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	201 202
D. Are there any shorelines, wetlands, floodplains, or critical areas on the property? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	203
*E. Are there any substances, materials, or products in or on the property that may be environmental concerns, such as asbestos, formaldehyde, radon gas, lead-based paint, fuel or chemical storage tanks, or contaminated soil or water? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	204 205 206
*F. Has the property been used for commercial or industrial purposes?.....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	207

SELLER'S INITIALS \_\_\_\_\_ Date \_\_\_\_\_

SELLER'S INITIALS \_\_\_\_\_ Date \_\_\_\_\_

**SELLER DISCLOSURE STATEMENT  
 IMPROVED PROPERTY**

(Continued)

	YES	NO	DON'T KNOW	N/A	208
*G. Is there any soil or groundwater contamination? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	209
*H. Are there transmission poles or other electrical utility equipment installed, maintained, or buried on the property that do not provide utility service to the structures on the property? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	210
*I. Has the property been used as a legal or illegal dumping site? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	211
*J. Has the property been used as an illegal drug manufacturing site? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	212
*K. Are there any radio towers in the area that cause interference with cellular telephone reception? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	213
<b>8. LEAD BASED PAINT</b> (Applicable if the house was built before 1978). .....					214
A. Presence of lead-based paint and/or lead-based paint hazards (check one below):					215
<input type="checkbox"/> Known lead-based paint and/or lead-based paint hazards are present in the housing (explain). _____					216
<input type="checkbox"/> Seller has no knowledge of lead-based paint and/or lead-based paint hazards in the housing.					217
B. Records and reports available to the Seller (check one below):					218
<input type="checkbox"/> Seller has provided the purchaser with all available records and reports pertaining to lead-based paint and/or lead-based paint hazards in the housing (list documents below). _____					219
<input type="checkbox"/> Seller has no reports or records pertaining to lead-based paint and/or lead-based paint hazards in the housing.					220
<b>9. MANUFACTURED AND MOBILE HOMES</b>					221
If the property includes a manufactured or mobile home,					222
*A. Did you make any alterations to the home? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	223
If yes, please describe the alterations: _____					224
*B. Did any previous owner make any alterations to the home? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	225
*C. If alterations were made, were permits or variances for these alterations obtained? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	226
<b>10. FULL DISCLOSURE BY SELLERS</b>					227
A. Other conditions or defects:					228
*Are there any other existing material defects affecting the property that a prospective buyer should know about? .....	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	229
B. Verification					230
The foregoing answers and attached explanations (if any) are complete and correct to the best of Seller's knowledge and Seller has received a copy hereof. Seller agrees to defend, indemnify and hold real estate licensees harmless from and against any and all claims that the above information is inaccurate. Seller authorizes real estate licensees, if any, to deliver a copy of this disclosure statement to other real estate licensees and all prospective buyers of the property.					231
_____ Seller	_____ Date	_____ Seller	_____ Date		232

If the answer is "Yes" to any asterisked (\*) items, please explain below (use additional sheets if necessary). Please refer to the line number(s) of the question(s).

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**SELLER DISCLOSURE STATEMENT  
IMPROVED PROPERTY**

(Continued)

**II. NOTICES TO THE BUYER**

**1. SEX OFFENDER REGISTRATION**

INFORMATION REGARDING REGISTERED SEX OFFENDERS MAY BE OBTAINED FROM LOCAL LAW ENFORCEMENT AGENCIES. THIS NOTICE IS INTENDED ONLY TO INFORM YOU OF WHERE TO OBTAIN THIS INFORMATION AND IS NOT AN INDICATION OF THE PRESENCE OF REGISTERED SEX OFFENDERS.

**2. PROXIMITY TO FARMING/WORKING FOREST**

THIS NOTICE IS TO INFORM YOU THAT THE REAL PROPERTY YOU ARE CONSIDERING FOR PURCHASE MAY LIE IN CLOSE PROXIMITY TO A FARM OR WORKING FOREST. THE OPERATION OF A FARM OR WORKING FOREST INVOLVES USUAL AND CUSTOMARY AGRICULTURAL PRACTICES OR FOREST PRACTICES, WHICH ARE PROTECTED UNDER RCW 7.48.305, THE WASHINGTON RIGHT TO FARM ACT.

**3. OIL TANK INSURANCE**

THIS NOTICE IS TO INFORM YOU THAT IF THE REAL PROPERTY YOU ARE CONSIDERING FOR PURCHASE UTILIZES AN OIL TANK FOR HEATING PURPOSES, NO COST INSURANCE MAY BE AVAILABLE FROM THE POLLUTION LIABILITY INSURANCE AGENCY.

**III. BUYER'S ACKNOWLEDGEMENT**

**1. BUYER HEREBY ACKNOWLEDGES THAT:**

- A. Buyer has a duty to pay diligent attention to any material defects that are known to Buyer or can be known to Buyer by utilizing diligent attention and observation.
- B. The disclosures set forth in this statement and in any amendments to this statement are made only by the Seller and not by any real estate licensee or other party.
- C. Buyer acknowledges that, pursuant to RCW 64.06.050(2), real estate licensees are not liable for inaccurate information provided by Seller, except to the extent that real estate licensees know of such inaccurate information.
- D. This information is for disclosure only and is not intended to be a part of the written agreement between the Buyer and Seller.
- E. Buyer (which term includes all persons signing the "Buyer's acceptance" portion of this disclosure statement below) has received a copy of this Disclosure Statement (including attachments, if any) bearing Seller's signature(s).
- F. If the house was built prior to 1978, Buyer acknowledges receipt of the pamphlet *Protect Your Family From Lead in Your Home*.

DISCLOSURES CONTAINED IN THIS DISCLOSURE STATEMENT ARE PROVIDED BY SELLER BASED ON SELLER'S ACTUAL KNOWLEDGE OF THE PROPERTY AT THE TIME SELLER COMPLETES THIS DISCLOSURE. UNLESS BUYER AND SELLER OTHERWISE AGREE IN WRITING, BUYER SHALL HAVE THREE (3) BUSINESS DAYS FROM THE DAY SELLER OR SELLER'S AGENT DELIVERS THIS DISCLOSURE STATEMENT TO RESCIND THE AGREEMENT BY DELIVERING A SEPARATELY SIGNED WRITTEN STATEMENT OF RESCISSION TO SELLER OR SELLER'S AGENT. YOU MAY WAIVE THE RIGHT TO RESCIND PRIOR TO OR AFTER THE TIME YOU ENTER INTO A SALE AGREEMENT.

BUYER HEREBY ACKNOWLEDGES RECEIPT OF A COPY OF THIS DISCLOSURE STATEMENT AND ACKNOWLEDGES THAT THE DISCLOSURES MADE HEREIN ARE THOSE OF THE SELLER ONLY, AND NOT OF ANY REAL ESTATE LICENSEE OR OTHER PARTY.

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

**2. BUYER'S WAIVER OF RIGHT TO REVOKE OFFER**

Buyer has read and reviewed the Seller's responses to this Seller Disclosure Statement. Buyer approves this statement and waives Buyer's right to revoke Buyer's offer based on this disclosure.

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Buyer Date Buyer Date

**3. BUYER'S WAIVER OF RIGHT TO RECEIVE COMPLETED SELLER DISCLOSURE STATEMENT**

Buyer has been advised of Buyer's right to receive a completed Seller Disclosure Statement. Buyer waives that right. However, if the answer to any of the questions in the section entitled "Environmental" would be "yes," Buyer may not waive the receipt of the "Environmental" section of the Seller Disclosure Statement.

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Buyer Date Buyer Date