



DISCLOSURE OF SELLER-PAID CONCESSIONS (Washington)

The following is part of the listing agreement dated ... between ... (Listing Broker), Coldwell Banker Tomlinson (Firm), and ... (Seller), pertaining to the real property located at ... (Property).

For purposes of this disclosure form, Concession(s) shall mean a credit paid by Seller to a buyer in a Purchase and Sale Agreement. Concessions may include but are not limited to repairs, upgrades to the property, buyer's closing costs, and/or buyer brokerage firm compensation. The actual amount of Seller-Paid Concessions is subject to negotiation between a buyer and Seller, and must be agreed to in writing in a Purchase and Sale Agreement. In the event of a discrepancy between the amount of Concessions stated on this form and the Purchase and Sale Agreement, the terms in the Purchase and Sale Agreement shall control. Broker commissions and Seller-Paid Concessions are not set by law and are fully negotiable.

1. No intent to offer or pay concessions. Seller does NOT authorize Firm and Listing Broker to indicate any willingness to offer or pay for concessions to prospective buyers and buyer brokers. Seller acknowledges prospective buyers may still submit offers to purchase the Property that include a request for Seller-Paid Concessions.

2. Authorization to disclose. Seller authorizes Firm and Listing Broker to indicate an interest in and willingness to offer Seller-Paid Concessions to prospective buyers.

a. No specific amount to disclose. Seller authorizes Firm and Listing Broker to disclose only Seller's invitation to include Seller-Paid Concessions in a buyer's offer with no specific amount denoted.

b. Specific amount to disclose. Seller authorizes Firm and Listing Broker to disclose Seller's intent to pay up to \$ ... in Seller-Paid Concessions to prospective buyers.

3. Communication and advertising. If agreed in section 2, Seller authorizes Firm and Listing Broker to disclose Concessions to prospective buyers and buyer brokers as follows:

- Conversational messaging (e.g. phone, text, conversational email).
Printed materials (e.g. fliers, brochures, pamphlets).
Signage (e.g. sign, sign rider)
Digital advertising and marketing (e.g. Firm website, agent website, social media, email marketing)
Other

Seller

Date

Seller

Date