
YELLOW

LISTING YOUR HOME

WHAT YOU'LL NEED

- **Pictures & video** (video optional)
- **Identification** A government-issued photo ID card, like a driver's license or passport. A photo or scan is acceptable.
- **Home Inspection**
- **Proof of home ownership** Scan of deed or title insurance documentation with your name and address.
- **Condo association info** Include any governing documents.
 - Declaration
 - Articles of Incorporation
 - Bylaws and Rules of the Association
 - Most recent year-end Financial Statement
 - Frequently Asked Questions
- **Credit or debit card info** Only needed for the purchase of the optional key lockbox and yard sign, or help is requested when listing your home.

AVAILABLE OPTIONS

LISTING HELP



YELLOW offers full-service help when listing your home.

Through video chat, we walk through the listing process with you for peace of mind when listing your home.

KEY LOCKBOX



LOCKBOX STRONGLY RECOMMENDED

This digital lockbox stores your home's key, with a unique passcode for entry only at a specified time. Showings are scheduled online. Can return for a refund!

YARD SIGN



The yard sign provides a QR web link directly to your listing. Metal stand included.

CONTACT INFORMATION

Let's get some personal info

LEGAL OWNER OF THE PROPERTY required

This is how the owner's name is listed on the deed. Here's a few examples of what it may look like:

- John Smith & Jane Smith
- John & Jane Smith
- John & Jane Smith Living Trust
- 123 Main St LLC

NAME OF SELLER required

Using the example above, this may be John Smith and the second seller (below) would be Jane Smith. If the seller is an entity, like an LLC, we need the name of the person authorized to sign and later provide documentation that they have legal authority to do so.

NAME OF SECOND SELLER (if applicable)

EMAIL required

PHONE required

LISTING INFORMATION

Now let's get some of the basics

HOUSE, TOWNHOUSE, OR CONDO? required

STREET ADDRESS required

UNIT #

CITY required

STATE required

ZIP CODE required

COUNTY required

Y/N

IS YOUR MAILING ADDRESS SAME AS ABOVE?

DRIVING DIRECTIONS required

The MLS requires us to enter directions to your home. We don't know why this is required, but we need a minimum of 25 characters here. You can start the directions from the nearest major road.

PRICE

Here we'll get info on your listing price

LISTING PRICE (\$) required

Every home on YELLOW gets a price estimate from us. However, it's possible you're on this page before a price estimate has been completed. In this case, we suggest either entering "0" or entering a price you think your home will sell for. Our resource section can help with this.

See our RESOURCES section for more info:

<https://www.fsbyellow.com/selling-listing-your-home.php#price>

PRICE EXPLANATION (optional)

For when the price YELLOW recommends is significantly different from your sale price.

Example - *"YELLOW is way off on our home price. We recently completed a replumb and kitchen renovation, making our home much more valuable. Plus, the housing market has risen in our area since they made their price estimate a few weeks ago. We think a higher price for our home is justified and it's still a great value."*

MINIMUM PRICE (\$) ^{required}

All buyers must submit their financing preapproval before visiting or bidding on your home. Here you will set the minimum preapproval level you will accept (these numbers will not be disclosed to either party). This allows only serious buyers.

For example, say you list your home for sale at \$300,000. You can specify that you only want buyers preapproved for \$270,000 or more to visit your home.

COMMISSION (optional)

A commission to a buyer's agent is optional. *You only pay this commission if you sell to a buyer using an agent.*

YOUR COMMISSION OPTIONS:

- No compensation

You can offer no compensation with the expectation that the buyer will pay the agent on their own. Leave the space blank.

- "Buyer's agents paid by buyer are welcome"

This is a good option if you won't be offering compensation, but want to appear welcoming.

- Percentage of the sale price

Like 1% or 3%.

- Set dollar amount

Like \$5,000.

- "Negotiable"

This shows you are open to working out a deal with the agent (and YELLOW can help).

- Add to the price

You can indicate you will pay a commission, but it must be in addition to the sale price. For example, you can note that you will pay up to a certain percentage to the agent - say 1% - but the buyer must increase the purchase price by this amount. Note that the home must appraise for that total amount.

See our RESOURCES section for more info:

<https://www.fsbyellow.com/selling-listing-your-home.php#agentcommission>

LISTING DETAILS

Now let's get some details

OF BEDROOMS required

Y/N
MOBILE HOME?

OF BATHROOMS required

Y/N
RENTAL W/ TENANT?
IF YES:

SIZE (sqft)

DATE THE LEASE EXPIRES

YEAR BUILT required

ROOF AGE (years)

Not sure of your roof age? Try searching for your roof construction permit in your county's online records. Roofs older than 15 years will make the home harder to sell because the buyer will have a harder time getting property insurance.

NUMBER OF STORIES

Y/N
NEW HOME?

LISTING DESCRIPTION

Here you'll create a brief writeup of your home

ENTER DESCRIPTION required

See our RESOURCES section for more info and templates:

<https://www.fsbyellow.com/selling-listing-your-home.php#propertydescription>

INTERIOR FEATURES

Now we'll dig in to some specific interior features

FEATURES

- Attic - Finished
- Attic - Storage
- Breakfast Nook
- Ceiling Fans
- Central Vacuum
- Crown Molding
- Elevator
- Fireplace
- Office/Library
- Open Floor Plan
- Skylights
- Split Bedroom
- Tray Ceilings
- Vaulted Ceilings
- Add Features: _____
- Add Features: _____

FLOORING

- Carpet
- Hardwood
- Laminate
- Linoleum/Vinyl
- Marble
- Tile
- Travertine
- Other

COOLING

- Central
- Window
- Zoned
- Other

HEATING

- Central
- Radiator
- Window
- Zoned
- Other

FIXTURES

Important section - please read thoroughly!

All fixtures are assumed included in the sale.

A FIXTURE is an item that has been attached to the home, legally making it a part of the property. For example, this could be a bathtub or chandelier. A general rule of thumb is that if removing the item results in damage to the home, the item is considered to be a fixture.

Are there any fixtures (item attached to your property) that you DO NOT want included with the sale? List them below.

PERSONAL PROPERTY

PERSONAL PROPERTY is something that may be a common item in a home, but it is not permanently fixed to the home. For example, this could be a refrigerator, microwave, or washing machine.

The selected personal property is assumed to be included in the sale. The boxes for items that do not apply can be left as is.

UNCHECK the box if it WILL NOT be included.
CHECK the box of any other items that WILL be included.

- Blinds
- Ceiling Fans
- Dishwasher
- Doorbell
- Draperies & Rods
- Garbage Disposal
- Garage Door Opener
- Light Fixtures

- Mailbox Key
- Range/Oven
- Refrigerator
- Security System/Gate
- Smoke Detectors
- Storm Shutters/Protection
- Thermostat
- TV Wall Mount & Hardware
- Window Treatments
- Built In Generator
- Dryer

- Intercom
- Mounted/Installed Speakers
- Microwave
- Washer
- Water Softener
- Wine Cooler
- Add Items: _____
- Add Items: _____

Think about items like pool pumps & heaters, the refrigerator in the garage, etc.

EXTERIOR FEATURES

Let's continue with the exterior features

SIDING MATERIAL

- Brick
- Cement/Concrete
- Shingle
- Stone
- Stucco
- Vinyl
- Wood
- Other

GARAGE

- Attached - 1 car
- Attached - 2 car
- Attached - 3(+) car
- Detached
- Carport

ROOF

- Shingle - Classic
- Shingle - Architectural
- Clay or Concrete Tiles
- Metal
- Slate
- Wood Shingles or Shake
- Other

OUTDOORS

- Inground Pool
- Above Ground Pool
- Pool Fence/Barrier
- Pool Sweep
- Hot Tub/Spa
- Barbecue Area
- Fenced Yard
- Garden
- Irrigation System
- Outdoor Kitchen
- Outdoor Lighting
- Porch
- Screened
- Add Feature: _____
- Add Feature: _____

WATER SOURCE

- City
- Well

SEWAGE

- City
- Septic System

VIEW

- City View
- Golf Course
- Mountain
- Park
- Water - Lake
- Water - Oceanfront
- Water - Marsh
- Water - River
- Water - Intercoastal
- Water - Other
- Woods
- Add View: _____
- Add View: _____

COMMUNITY FEATURES

Now we'll list the features of your community

NEIGHBORHOOD

____ Y/N
HOA?

____ Y/N
CDD?
If "Yes," list fees

AMENITIES

- ___ Basketball Court
- ___ Boat Ramp
- ___ Fishing Pier
- ___ Fitness Center
- ___ Gated
- ___ Park
- ___ Playground
- ___ Pool
- ___ Recreation Center
- ___ Tennis Court
- ___ Water Access
- ___ Add Amenity: _____
- ___ Add Amenity: _____

ROOM DETAILS

Let's get some specifics on the rooms

OPTIONAL

Here you will enter some specific info on the rooms in your home. This helps give buyers an idea of your home's layout and flooring types. Only include rooms that apply to your home.

| ROOM | FLOOR LEVEL | FLOORING TYPE | CLOSET/BATH |
|-------------------------|-------------|---------------|-------------|
| Living Room | _____ | _____ | |
| Dining Room | _____ | _____ | |
| Kitchen | _____ | _____ | |
| Master Bedroom | _____ | _____ | _____ |
| ADDITIONAL ROOMS | | | |
| _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |
| _____ | _____ | _____ | _____ |

SHOWING OPTIONS

Select the showing options you are open to

X IN-PERSON

Potential buyers can visit your home with you present or away. YELLOW can also give a guided tour through the buyer's mobile device. The visit method is up to you.
A KEY LOCKBOX AVAILABLE FROM YELLOW IS STRONGLY RECOMMENDED.

X VIRTUAL

Use the video function on your mobile device to walk through your home while a buyer watches on the other end.

See our RESOURCES section for more info:

<https://www.fsbyellow.com/selling-visits-to-your-home>

FINAL QUESTIONS

Anything we should be aware of for showing your property?

These questions are important to us for showing your listing. They are for our information only and will not appear in your listing.

Y/N

YARD SIGN REQUIREMENTS?

Does your area require specialized "For Sale" yard signs to meet code requirements? If yes, we'll be in touch for that info. If you're not sure, that's okay. Select "Not Sure" and we'll look into it for you.

Y/N

GATED COMMUNITY?

Is your home in a gated community or require a special access code? We'll work with you to make sure visitors are able to safely access your property.

TITLE COMPANY

The title company actually completes the real estate transaction. They handle the legal side - ensuring the home can be sold, processing the paperwork, transferring the title, and giving the keys to the buyer.

The seller sets the title company (called the Closing Agent). However, the buyer has the option to request a different title company, but any costs that would have been paid by the seller must be paid by the buyer. This is something the buyer can request later in the process, but you can reject their request, if desired.

**In Dade and Broward counties, the Buyer designates the title company. In this case, the seller must provide a copy of a prior owner's policy of title insurance or other evidence of title.

We recommend XYZ Title because they offer easy digital closings. Like YELLOW, they complete everything online to keep costs low. We receive no compensation or benefits from them of any kind.

XYZ Title
123 Demo Dr.
Jacksonville, FL 12345
(904)123-4567
www.xyztitle.com

If you prefer a different title company, please enter it below:



SELLER DISCLOSURE

By law, sellers must disclose any material defects of the home that they are aware of. This only applies to issues you know about.

The following pages will ask questions about the condition of different aspects of the home. It's important to take your time and answer truthfully - because home sellers HAVE ended up in court due to fabrications on this section.

If you don't know the answer to a question and it will be difficult to find an answer, IT'S OKAY TO ANSWER "DON'T KNOW".

Learn more about the disclosures:

<https://www.fsbyellow.com/selling-listing-your-home.php#disclosure>

PLEASE COMPLETE THE SECTION BELOW

Skip questions that do not apply

THE PROPERTY IS:

Owner occupied

Tenant occupied

Unoccupied

1. STRUCTURES, SYSTEMS, APPLIANCES

YES NO DON'T KNOW

Is the roof a common element maintained by the Association?

To your knowledge, is roof of Unit structurally sound and free of leaks?

Are other structures, including ceilings; walls; doors and windows structurally sound and free of leaks?

Has any additional structural reinforcement been added to the Unit?

Are heating and cooling systems common elements maintained by the Association?

To your knowledge, are heating and cooling systems in working condition, i.e., operating in a manner in which the item was designed to operate?

Are existing major appliances and mechanical and electrical systems in working condition, i.e. operating in a manner in which the item was designed to operate?

Are any of the appliances leased?

2. TERMITES, WOOD-DESTROYING ORGANISMS, PESTS

YES NO DON'T KNOW

Are termites, other wood-destroying organisms including fungi, or pests present on the Property or has the Property had any structural damage by them?

___ ___ ___

Has the Property been treated for termites, other wood-destroying organisms including fungi, or pests?

___ ___ ___

This is asking if your home has had an infestation in the past and the problem has been remedied. It is not referring to a preventative treatment plan currently in place.

3. WATER INTRUSION, DRAINAGE, FLOODING

Has past or present water intrusion affected the Property?

___ ___ ___

Are any polybutylene pipes on the Property?

___ ___ ___

This piping was used from 1978 - 1995 and is not that uncommon. It was a cheaper alternative to copper, but chlorine in the water can eventually cause these pipes to break. The pipe is a grayish color and if present, can usually be seen at the water heater connections.

Have past or present plumbing leaks or backups affected the Unit?

___ ___ ___

Have there been any leaks or water intrusion from units above or adjacent to your Unit or leaks or water intrusion from your Unit to units below or adjacent to it?

___ ___ ___

Does your lender require flood insurance?

___ ___ ___

4. FIRE PROTECTION, IMPROVEMENTS, ALTERATIONS

Does the Unit have sprinklers for fire protection?

___ ___ ___

Have any improvements or alterations to the Unit, whether by you or by others, been made without obtaining required Association approval?

___ ___ ___

Have any improvements or alterations to the Unit, whether by you or by others, been made in violation of building codes or zoning restrictions or without necessary permits?

___ ___ ___

Are any improvements located below the base flood elevation?

___ ___ ___

Have any improvements been constructed in violation of applicable local flood guidelines?

___ ___ ___

Are there any open permits on the Unit that have not been closed by a final inspection?

___ ___ ___

5. HAZARDOUS SUBSTANCES

YES NO DON'T KNOW

Was the Property built before 1978?

___ ___ ___

Does anything exist on the Property that may be considered an environmental hazard, including but not limited to, lead-based paint; asbestos; mold; urea formaldehyde; radon gas; methamphetamine contamination; defective drywall; fuel, propane, or chemical storage tanks (active or abandoned); or contaminated soil or water?

___ ___ ___

Has there been any damage, clean up, or repair to the Property due to any of the substances or materials listed in the previous question?

___ ___ ___

6. LIMITED COMMON ELEMENTS

Are there any amenities outside the Unit, such as designated parking space(s), storage closet(s), boat slip(s), cabana(s), garage(s), carport(s), etc. that are for your exclusive use?

___ ___ ___

7. THE ASSOCIATION

Is there any proposed change to the Association's governing documents?

___ ___ ___

Is there any proposed plan to materially alter the common elements?

___ ___ ___

Is there any existing or threatened legal action by or against the Association?

___ ___ ___

Has the Association ever been, or is it currently, involved in litigation or a claim over construction defects or defective building products?

___ ___ ___

To your knowledge, is there any discussion of a conversion of the Condominium to something else?

___ ___ ___

To your knowledge, is there any effort by an investor or investor group to purchase units in the complex?

___ ___ ___

Has an increase in fees or assessments been approved but not yet implemented?

___ ___ ___

Is any of the Property located in a special flood hazard area?

___ ___ ___

Search your address: <https://msc.fema.gov/portal/search>
Special flood zone is the blue shaded area.

Is any of the Property located seaward of the coastal construction control line?

___ ___ ___

This applies mostly to oceanfront homes. Search your address:
<https://ca.dep.state.fl.us/mapdirect/?focus=beaches>
Search is located in the upper right corner.

YES NO DON'T KNOW

Does any past or present settling, soil movement, or sinkhole(s) affect any portion of the Association's property? _____

Has there been any structural damage to any portion of the Association's property? _____

Has any additional structural reinforcement been added to any portion of the Associations' property? _____

Are there any rental restrictions by the Association? _____

Are there any pet restrictions by the Association? _____

8. FOREIGN INVESTMENT IN REAL PROPERTY TAX ACT ("FIRPTA")

Is the Seller subject to FIRPTA withholding per Section 1445 of the Internal Revenue Code? _____

This applies to foreigners selling property here in the U.S. Foreign homeowners have to pay a special tax if their home sells for more than \$300,000. Sellers to whom this applies are usually already aware of this requirement.

CONDO RIDER

Condominiums have associations that govern the community, setting policies and establishing fees. A potential buyer has no way of knowing these governance details, which is why sellers are required to make disclosures that inform buyers of the policies.

It is important to fill this form out accurately and ignorance is not an excuse. Errors in this section have led to many lawsuits, so it's better to disclose now rather than face litigation later.

Does your Condo Association need to approve of the buyer before the transaction is completed?

This is rare.

___ Yes

___ No

If yes, it is most common to have association approval at least 5 days before the closing. Also, you have 5 days after agreeing to the sale to begin the approval process with the association. If these numbers are not 5, enter the correct number below:

___ days before closing for approval.

___ days to begin the approval process.

Does your Condo Association have a right of first refusal?

This is rare. It means the association has the option to purchase the condo before another buyer.

- Yes
- No

If yes:

This Contract is contingent upon the Association, within the time permitted for the exercise of such Right, either providing written confirmation to Buyer that the Association is not exercising that Right, or failing to timely exercise such Right pursuant to the terms of the Declaration of Condominium ("Declaration", which reference includes all amendments thereto).

The buyer and seller have 5 days after Effective Date (the date the sale is agreed upon) to sign and deliver any documents required as a condition precedent to the exercise of the Right, and shall use diligent effort to submit and process the matter with the Association and members, including personal appearances, if required.

If, within the stated time period, the Association, the members of the Association, or both, fail to provide the written confirmation or the Right has not otherwise expired, then this Contract shall terminate and the Deposit shall be refunded to the Buyer, thereby releasing Buyer and Seller from all further obligations under this Contract.

If the Association or a member timely exercises its or their Right, this Contract shall terminate and the Deposit shall be refunded to Buyer (unless this Contract provides otherwise), thereby releasing Buyer and Seller from all further obligations under this Contract, and Seller shall pay to Broker the full commission at Closing in recognition that Broker procured the sale.

Do members of the Condo Association have a right of first refusal?

This is rare.

- Yes
- No

If yes:

If the members do have a Right, this Contract is contingent upon the members, within the time permitted for the exercise of such Right, either providing written confirmation to Buyer that the members are not exercising that Right, or failing to timely exercise such Right pursuant to the terms of the Declaration.

The buyer and seller have 5 days after Effective Date (the date the sale is agreed upon) to sign and deliver any documents required as a condition precedent to the exercise of the Right, and shall use diligent effort to submit and process the matter with the Association and members, including personal appearances, if required.

If, within the stated time period, the Association, the members of the Association, or both, fail to provide the written confirmation or the Right has not otherwise expired, then this Contract shall terminate and the Deposit shall be refunded to the Buyer, thereby releasing Buyer and Seller from all further obligations under this Contract.

If the Association or a member timely exercises its or their Right, this Contract shall terminate and the Deposit shall be refunded to Buyer (unless this Contract provides otherwise), thereby releasing Buyer and Seller from all further obligations under this Contract, and Seller shall pay to Broker the full commission at Closing in recognition that Broker procured the sale.

Please enter the amount you pay for your regular fees:

This fee may be called different names, like a condo fee or maintenance fee, etc. Either way, this is the primary fee you pay to your condo association.

\$ _____ per _____ (month/quarter/semi-annual/year)

Please enter the amount you pay for recreation fees:

\$ ____ per _____ (month/quarter/semi-annual/year)

Please enter the amount you pay for any additional fees:

\$ ____ per _____ (month/quarter/semi-annual/year)

Are there any current special assessments or proposed special assessments?

This is important. Special assessments are extra costs when uncommon situations arise, like emergency maintenance or repaving a parking lot or rebuilding the reserve funds account. Lawsuits will occur if these are not disclosed. Lawsuits will also occur if they are discussed in meetings - and not yet approved - and this information is not disclosed to the buyer. Review your meeting minutes going back one year!

Yes

No

If yes, please disclose the special assessment:

If levied or pending special assessments exist at the time the sale is agreed upon (the Effective date), or an assessment is levied after the Effective Date and prior to the Closing Date, and any such assessment(s) may be paid in installments, then Seller shall pay all installments due before Closing Date.

Below, check who will pay installments due after Closing Date. If Seller is checked, Seller shall pay the assessment in full prior to or at the time of Closing.

Buyer *It is most common for the buyer to pay this.*

Seller

Is there any pending or anticipated litigation affecting the condo or association?

This is important.

Yes

No

If yes, please disclose the litigation:

If the buyer has any reserved items or property in common areas, please disclose them below:

Parking Space(s) #: _____

Garage #: _____

Other: _____

END OF DISCLOSURE

Other disclosures may be required, depending on your home's characteristics

ADDITIONAL DISCLOSURES

Some homes may require extra disclosures, depending on certain characteristics. Click on the link below to see the disclosure if your home meets the criteria.

Homes with a HOA



Homes with a CDD



Homes built before 1978



Oceanfront homes

