

## Residential Sale

AD - Agency Disclosure  
 PRBS - Possible Representation of More Than One Buyer or Seller  
 WFA - Wire Fraud and Electronic Funds Transfer Advisory  
 RPA - Residential Purchase Agreement  
 BIA - Buyer's Inspection Advisory  
 Affiliated Business Arrangement Disclosure  
 SBSA - Statewide Buyer and Seller Advisory  
 NHD - Natural Hazard Disclosure Report  
 Homeowner's Guide Booklet Receipt  
 VP - Verification of Property  
 Receipt for Deposit  
 Escrow Instructions and Amendments  
 Preliminary Title Report  
 Final Closing Statement  
 Commission Check  
 TDS - Transfer Disclosure Statement  
 SPQ - Seller Property Questionnaire  
 ESD - Exempt Seller Disclosure, if exempt from TDS  
 QS - Qualified Substitute  
 AS - Seller's Affidavit  
 Termite Inspection Report  
 Termite Completion  
 BIW - Buyer's Inspection Waiver  
 AEA - Amendment of Existing Agreement Terms  
 ADM - Addendum(s)  
 CO - Counter Offer(s)  
 FVAC - FHA/VA Addendum  
 HID - For Your Protection Get a Home Inspection  
 SSA - Short Sale Addendum  
 SSIA - Short Sale Information and Advisory  
 BHAA - Buyer's Homeowners' Association Advisory  
 FLD - Lead-Based Paint Disclosure, if built before 1978  
 Earthquake Hazards Report, if built before 1960  
 AB - Buyer's Affidavit  
 Home Warranty Confirmation  
 TIP - Tenant In Possession Addendum  
 TEC - Tenant Estoppel Certificate  
 CBC - Cooperating Broker Compensation Agreement

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Required  
 One OR the Other  
 Required IF applicable  
 Optional

## Residential Listing

AD - Agency Disclosure  
 PRBS - Possible Representation of More Than One Buyer or Seller  
 WFA - Wire Fraud and Electronic Funds Transfer Advisory  
 RLA - Residential Listing Agreement  
 SA - Seller's Advisory  
 DIA - Disclosure Information Advisory  
 Affiliated Business Arrangement Disclosure  
 AD - Agency Disclosure  
 PRBS - Possible Representation of More Than One Buyer or Seller  
 WFA - Wire Fraud and Electronic Funds Transfer Advisory  
 RPA - Residential Purchase Agreement  
 Affiliated Business Arrangement Disclosure  
 BIA - Buyer's Inspection Advisory  
 Verify Selling Agent's License  
 Verify Selling Broker's License  
 SBSA - Statewide Buyer and Seller Advisory  
 NHD - Natural Hazard Disclosure Report  
 Homeowner's Guide Booklet Receipt  
 Escrow Instructions and Amendments  
 Preliminary Title Report  
 VP - Verification of Property  
 Final Closing Statement  
 Commission Check  
 TDS - Transfer Disclosure Statement  
 SPQ - Seller Property Questionnaire  
 ESD - Exempt Seller Disclosure, if exempt from TDS  
 QS - Qualified Substitute  
 AS - Seller's Affidavit  
 Termite Inspection Report  
 Termite Completion  
 BIW - Buyer's Inspection Waiver  
 MLS Printout - Active  
 MLS Printout - Closed  
 SELM - MLS Exclusion Form  
 MOT - Modification of Terms  
 AEA - Amendment of Existing Agreement Terms  
 ADM - Addendum(s)  
 CO - Counter Offer(s)  
 FVAC - FHA/VA Addendum  
 HID - For Your Protection Get a Home Inspection  
 SSA - Short Sale Addendum  
 SSIA - Short Sale Information and Advisory  
 FLD - Lead-Based Paint Disclosure, if built before 1978  
 Earthquake Hazards Report, if built before 1960  
 Home Warranty Confirmation  
 TIP - Tenant In Possession Addendum  
 TEC - Tenant Estoppel Certificate  
 CBC - Cooperating Broker Compensation Agreement

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## Commercial Sale

AD - Agency Disclosure  
CPA - Commercial Purchase Agreement  
BIA - Buyer's Inspection Advisory  
PRBS - Possible Representation of More Than One Buyer or Seller  
WFA - Wire Fraud and Electronic Funds Transfer Advisory  
Affiliated Business Arrangement Disclosure  
NHD - Natural Hazard Disclosure Report  
Receipt for Deposit  
Escrow Instructions and Amendments  
Preliminary Title Report  
VP - Verification of Property  
Final Closing Statement  
Commission Check  
QS - Qualified Substitute  
AS - Seller's Affidavit  
Termite Inspection Report  
Termite Completion  
BIW - Buyer's Inspection Waiver  
AEA - Amendment of Existing Agreement Terms  
ADM - Addendum(s)  
CO - Counter Offer(s)  
WHSD - Water Heater and Smoke Detector Statement  
Existing Leases  
TIP - Tenant In Possession Addendum  
TEC - Tenant Estoppel Certificate  
CBC - Cooperating Broker Compensation Agreement

## Commercial Listing

AD - Agency Disclosure  
PRBS - Possible Representation of More Than One Buyer or Seller  
CLA - Commercial and Residential Income Listing Agreement  
WFA - Wire Fraud and Electronic Funds Transfer Advisory  
Affiliated Business Arrangement Disclosure  
AD - Agency Disclosure  
CPA - Commercial Purchase Agreement  
BIA - Buyer's Inspection Advisory  
PRBS - Possible Representation of More Than One Buyer or Seller  
WFA - Wire Fraud and Electronic Funds Transfer Advisory  
Affiliated Business Arrangement Disclosure  
Verify Selling Agent's License  
Verify Selling Broker's License  
NHD - Natural Hazard Disclosure Report  
Preliminary Title Report  
VP - Verification of Property  
Escrow Instructions and Amendments  
Final Closing Statement  
Commission Check  
QS - Qualified Substitute  
AS - Seller's Affidavit  
Termite Inspection Report  
Termite Completion  
BIW - Buyer's Inspection Waiver  
MLS Printout - Active  
MLS Printout - Closed  
MOT - Modification of Terms  
SELM - MLS Exclusion Form  
AEA - Amendment of Existing Agreement Terms  
ADM - Addendum(s)  
CO - Counter Offer(s)  
WHSD - Water Heater and Smoke Detector Statement  
Existing Leases  
TIP - Tenant In Possession Addendum  
TEC - Tenant Estoppel Certificate  
CBC - Cooperating Broker Compensation Agreement

### Vacant Land Sale

AD - Agency Disclosure  
PRBS - Possible Representation of More Than One Buyer or Seller  
VLPA - Vacant Land Purchase Agreement  
BVLIA - Buyer's Vacant Land Additional Inspection Advisory  
Affiliated Business Arrangement Disclosure  
NHD - Natural Hazard Disclosure Report  
WFA - Wire Fraud and Electronic Funds Transfer Advisory  
ESD - Exempt Seller Disclosure, if exempt from TDS  
Receipt for Deposit  
Escrow Instructions and Amendments  
Final Closing Statement  
Commission Check  
QS - Qualified Substitute  
AS - Seller's Affidavit  
AEA - Amendment of Existing Agreement Terms  
ADM - Addendum(s)  
CO - Counter Offer(s)  
CBC - Cooperating Broker Compensation Agreement

### Vacant Land Listing

AD - Agency Disclosure  
PRBS - Possible Representation of More Than One Buyer or Seller  
VLL - Vacant Land Listing Agreement  
WFA - Wire Fraud and Electronic Funds Transfer Advisory  
Affiliated Business Arrangement Disclosure  
Verify Selling Agent's License  
Verify Selling Broker's License  
Seller's Advisory  
VLQ - Seller Vacant Land Questionnaire  
VLPA - Vacant Land Purchase Agreement  
BVLIA - Buyer's Vacant Land Additional Inspection Advisory  
AD - Agency Disclosure  
PRBS - Possible Representation of More Than One Buyer or Seller  
WFA - Wire Fraud and Electronic Funds Transfer Advisory  
Affiliated Business Arrangement Disclosure  
ESD - Exempt Seller Disclosure, if exempt from TDS  
NHD - Natural Hazard Disclosure Report  
Escrow Instructions and Amendments  
Final Closing Statement  
Commission Check  
QS - Qualified Substitute  
AS - Seller's Affidavit  
MLS Printout - Active  
MLS Printout - Closed  
MOT - Modification of Terms  
SELM - MLS Exclusion Form  
AEA - Amendment of Existing Agreement Terms  
ADM - Addendum(s)  
CO - Counter Offer(s)  
CBC - Cooperating Broker Compensation Agreement

**Mobile Home Sale**

AD - Agency Disclosure  
 PRBS - Possible Representation of More Than One Buyer or Seller  
 MHPA - Manufactured Home Purchase Agreement  
 BIA - Buyer's Inspection Advisory  
 WFA - Wire Fraud and Electronic Funds Transfer Advisory  
 Affiliated Business Arrangement Disclosure  
 NHD - Natural Hazard Disclosure Report  
 MHA - Manufactured Home Advisory Addendum and Release  
 WHSD - Water Heater and Smoke Detector Statement  
 VP - Verification of Property  
 Receipt for Deposit  
 Escrow Instructions and Amendments  
 Final Closing Statement  
 Commission Check  
 MHTDS - Manufactured Home and Mobile Home Transfer Disclosure Statement  
 Preliminary Title Report  
 Title Search  
 SPQ - Seller Property Questionnaire  
 ESD - Exempt Seller Disclosure, if exempt from TDS  
 QS - Qualified Substitute  
 AS - Seller's Affidavit  
 Termite Inspection Report  
 Termite Completion  
 BIW - Buyer's Inspection Waiver  
 AEA - Amendment of Existing Agreement Terms  
 ADM - Addendum(s)  
 CO - Counter Offer(s)  
 FVAC - FHA/VA Addendum  
 HID - For Your Protection Get a Home Inspection  
 SSA - Short Sale Addendum  
 SSIA - Short Sale Information and Advisory  
 FLD - Lead-Based Paint Disclosure, if built before 1978  
 Earthquake Hazards Report, if built before 1960  
 Home Warranty Confirmation  
 TIP - Tenant In Possession Addendum  
 TEC - Tenant Estoppel Certificate  
 CBC - Cooperating Broker Compensation Agreement

**Mobile Home Listing**

AD - Agency Disclosure  
 PRBS - Possible Representation of More Than One Buyer or Seller  
 WFA - Wire Fraud and Electronic Funds Transfer Advisory  
 RLA - Residential Listing Agreement  
 MHLA - Manufactured Home Listing Addendum  
 SA - Seller's Advisory  
 DIA - Disclosure Information Advisory  
 Affiliated Business Arrangement Disclosure  
 MHPA - Manufactured Home Purchase Agreement  
 BIA - Buyer's Inspection Advisory  
 WFA - Wire Fraud and Electronic Funds Transfer Advisory  
 Affiliated Business Arrangement Disclosure  
 Verify Selling Agent's License  
 Verify Selling Broker's License  
 SBSA - Statewide Buyer and Seller Advisory  
 NHD - Natural Hazard Disclosure Report  
 MHA - Manufactured Home Advisory Addendum and Release  
 WHSD - Water Heater and Smoke Detector Statement  
 VP - Verification of Property  
 Escrow Instructions and Amendments  
 Final Closing Statement  
 Commission Check  
 MHTDS - Manufactured Home and Mobile Home Transfer Disclosure Statement  
 Preliminary Title Report  
 Title Search  
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**Business Sale**

AD - Agency Disclosure  
 BPA - Business Purchase Agreement  
 PRBS - Possible Representation of More Than One Buyer or Seller  
 WFA - Wire Fraud and Electronic Funds Transfer Advisory  
 Affiliated Business Arrangement Disclosure  
 List of Assets included in Sale  
 New Lease and any Lease Assignments  
 BDS - Business Disclosure Statement  
 VP - Verification of Property  
 Receipt for Deposit  
 Escrow Instructions and Amendments  
 Final Closing Statement  
 Commission Check  
 AEA - Amendment of Existing Agreement Terms  
 ADM - Addendum(s)  
 CO - Counter Offer(s)  
 CBC - Cooperating Broker Compensation Agreement

**Business Listing**

AD - Agency Disclosure  
 BLA - Business Listing Agreement  
 PRBS - Possible Representation of More Than One Buyer or Seller  
 WFA - Wire Fraud and Electronic Funds Transfer Advisory  
 Affiliated Business Arrangement Disclosure  
 Verify Selling Agent's License  
 Verify Selling Broker's License  
 AD - Agency Disclosure  
 BPA - Business Purchase Agreement  
 Affiliated Business Arrangement Disclosure  
 List of Assets included in Sale  
 New Lease and any Lease Assignments  
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 Final Closing Statement  
 Commission Check  
 MLS Printout - Active  
 MLS Printout - Closed  
 SELM - MLS Exclusion Form  
 MOT - Modification of Terms  
 AEA - Amendment of Existing Agreement Terms  
 ADM - Addendum(s)  
 CO - Counter Offer(s)  
 CBC - Cooperating Broker Compensation Agreement

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