



SELLER INSTRUCTION TO EXCLUDE LISTING FROM THE MULTIPLE LISTING SERVICE AND DAYS ON MARKET (C.A.R. Form SELM, Revised 12/19)

This is an addendum ("Addendum") to the [] Listing Agreement or [] Other _____ ("Agreement") dated _____ on property known as _____ ("Property"), in which _____ is referred to as Seller and _____ is referred to as Broker.

- 1. MULTIPLE LISTING SERVICE: Broker is a participant/subscriber to the _____ Multiple Listing Service (MLS). The MLS is a database of properties for sale that is available and disseminated to and accessible by all other real estate agents who are participants or subscribers to the MLS or a reciprocal MLS. Property information submitted to the MLS describes the price, terms and conditions under which the Seller's Property is offered for sale.
2. MANDATORY SUBMISSION TO MLS: The MLS generally requires brokers participating in the service to submit all exclusive right to sell and exclusive agency listings for residential real property or vacant lots to the MLS within 2 (or [] _____) Days of obtaining all necessary signatures of the seller(s) on the listing agreement unless Broker submits to the MLS an instruction signed by Seller (such as this form or a local equivalent form) excluding the listing from the MLS.
3. EXPOSURE TO BUYERS THROUGH MLS: Listing property with an MLS exposes a seller's property to all real estate agents and brokers who are participants or subscribers to the MLS, or a reciprocal MLS, and potential buyer clients of those agents and brokers. The MLS may further transmit the MLS database to Internet sites that post property listings online.
4. CLOSED/PRIVATE LISTING CLUBS OR GROUPS: The MLS provides broad exposure for a listed property. Closed or private listing clubs or groups are not the same as the MLS: They are accessible to a much more limited number of licensees and provide less exposure for listed property. Whether listing property through a closed, private network - and excluding it from the MLS - is advantageous or disadvantageous to a seller, and why, should be discussed with the agent taking the seller's listing.
5. IMPACT OF EXCLUSION OF PROPERTY FROM MLS: If Property is excluded from the MLS, Seller understands and acknowledges that: (a) real estate agents and brokers from other real estate offices who have access to that MLS, and their buyer clients, may not be aware that Seller's Property is offered for sale; (b) information about Seller's Property will not be transmitted to various real estate Internet sites used by the public to search for property listings; and (c) real estate agents, brokers and members of the public may be unaware of the terms and conditions under which Seller is marketing the Property.
6. IMPACT/REDUCTION OF EXPOSURE: Any reduction in exposure of the Property may lower the number of offers made and negatively impact the sales price.
7. IMPACT ON DAYS ON MARKET (DOM): For many MLS's use the term DOM to mean Days on Market, NOT Days on MLS. For those MLSs, the DOM calculated in the MLS, and reported to the various internet sites, will begin when marketing begins. As a general rule, the first Day on Market will be the beginning date of the Listing Agreement, which is either the beginning date identified on the Agreement, or the date of the last signature required to make the Agreement valid, whichever is later. The DOM may alternatively begin at a later date as long as NO MARKETING of the Property occurs. Marketing is any communication made to the public containing any information, details, price or terms of any potential sale of the Property, or any communication made to the public in regard to the Brokerage firm or Agent's representation of the Seller. Marketing includes, but is not limited to: Placing a sign on the Property, Internet Website posts, Social Media posts, Flyers or Advertising, Open Houses.
8. SELLER OPT-OUT: Seller certifies that Seller understands the implications of not submitting Property to the MLS and instructs Broker as follows (Check one):
A. [] Market Property immediately but DO NOT submit Listing to the MLS for a period of _____ calendar days from the commencement of the listing or until _____ (date).
B. [] Market Property immediately but DO NOT submit Listing to the MLS during the entire listing period provided for in the Agreement.
C. [] DO NOT Market the Property immediately. Begin marketing the Property on _____ (date). Submit Listing to the MLS on _____ (date).
D. On Market Date. Many MLSs treat the date the Listing is submitted to the MLS or, the date marketing begins, whichever is earlier, as the "on market date" for the purpose of calculating the DOM.

By signing below, Seller acknowledges that Seller has read, understands, accepts and has received a copy of this Addendum.

Seller _____ Date _____
Address _____ City _____ State _____ Zip _____
Telephone _____ Fax _____ E-mail _____

Seller _____ Date _____
Address _____ City _____ State _____ Zip _____
Telephone _____ Fax _____ E-mail _____

Real Estate Broker (Firm) _____ BRE Lic. # _____
By (Broker or Office Manager) _____ BRE Lic. # _____ Date _____
Address _____ City _____ State _____ Zip _____

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