



DISCLOSURE REGARDING THE COMPASS PHASED MARKETING STRATEGY

Compass offers a unique **Phased Marketing Strategy**, which gives you multiple opportunities to make a first impression prior to your property being offered on the Residential Listing Service (“RLS”), if you so choose.

The strategy’s benefits may include: (1) Marketing your property without accumulating days on market and price drop history, which may devalue a property in the eyes of buyers; (2) Testing an aspirational price and/or validating a pricing strategy, while signaling that your listing is coming; (3) Using the time for staging, painting, and performing other market preparation while still building buyer demand; (4) Maintaining your privacy by keeping your property’s photos and other identifiable information visible to a smaller audience until/if you decide to list on the RLS or put it on compass.com; and (5) The opportunity to create increased buyer demand for when/if the property is offered to a larger audience.

The strategy’s phases include:

- (1) Compass Private Exclusive, which markets your property privately to Compass agents and their clients 1:1.
- (2) Listing through the RLS as an active listing to other public sites.

Please initial the option(s) below to advise and instruct Compass how you would like to market your property:

Private Exclusive: SH I authorize Compass to list my property as a “Compass Private Exclusive” until otherwise instructed in writing. I understand that by listing as a “Compass Private Exclusive”, my property will not be publicly advertised through the RLS until instructed in writing, but will be available to Compass agents, who can share the listing directly with their clients on a one-to-one basis.

No Phased Marketing - Direct to RLS _____ I authorize Compass to directly list my property on the RLS and other public sites.

Other marketing strategies may be available. Please contact your real estate professional for more information.

Initial here SH I understand that by choosing “Compass Private Exclusive”, my property will not be distributed publicly and may not be listed on Trulia or Zillow. I am also aware that I can instruct Compass to submit my property to the RLS as an active listing at any time. I have been advised that while the property is in this off-active RLS phase, I’m not obligated to accept an offer.

I agree that, if I choose to list my property as a “Compass Private Exclusive”, I do so for marketing, privacy, security, or other legitimate, nondiscriminatory reasons outlined in this disclosure unrelated to the potential group of buyers' race, color, religion, sex, familial status, national origin, disability, or other characteristics protected by the Fair Housing Act and other civil rights statutes and that Compass must and will follow national, state and local fair housing laws while marketing and selling the property.

Steven Hirth
Seller Date: 11/20/2025 Seller Date: _____

Carol Raskin
Agent: Date: 11/18/2025