



LISTING SCORECARD

(Rate your listing in these areas)

PRICE

- 5 Priced at least 5% below comparable solds.
- 4 Priced slightly below comparable solds.
- 3 Priced similar to comparable solds.
- 2 Priced slightly above comparable solds.
- 1 Priced more than 5% above comparable solds.

PRICING SCORE: _____

CONDITION

- 5 Pristine - shows like a model. New mechanicals.
- 4 Very clean, well appointed. No deferred maintenance.
- 3 Average condition.
- 2 Dirty or cluttered. Older mechanics.
- 1 Poor condition. Hazardous items. Requires maintenance.

CONDITION SCORE: _____

SELLERS MOTIVATION

- 5 Seller must move quickly. Has definite date in mind. Has equity position, or will write a check at closing.
- 4 Must sell quickly. Will pay closing costs, carry the financing, or write a check at closing.
- 3 Will sell at a reasonable price and pay closing costs.
- 2 Negative equity position. Needs a "short sale".
- 1 Just speculating - "lets see if you can get my price".

MOTIVATION SCORE: _____

TOTAL: _____

11-15 = SOLD

7-10 = DOUBTFUL

0 - 6 = NOT SALEABLE