

Listing Scorecard



Use this scorecard to evaluate the listings we see together. Circle the best fit and score your total below.

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.



I'll help point out the potential of the property and areas that might need work.

Condition

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

Seller's 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 - "Let's see if you can get my price."

Total Score _____

11-15 = Sold

7-11 = Doubtful

0-6 = Not Saleable

CHUCK
CHARLES HANNEMA REALTOR