



18 Point Home Value Audit and "Sale-Ability" Rating

Property Address
Owner

POOR Below 23 Points = 92% Did Not Sell | **GOOD** 24-30 Points = 86% SOLD | **EXCELLENT** 31-42 Points = 100% SOLD

PRICING		
1	Activity in Price Range	0 Weak - Low Activity 1 Average 3 Strong - Numerous Sales
2	Strategically Priced	0 No - Not to competing properties 1 Yes
3	Percent Above Expected Price	0 Over 11% 2 6-10% 5 0-5%

CONDITION		
11	Property Condition	0 Poor 1 Good 3 Excellent (See ERA's Checklist)
12	Function and Use	0 Poor 1 Good 2 Excellent
13	Home Protection Plan	0 None 2 Buyer Coverage Only 3 Seller and Buyer Coverage

MARKETING		
4	Market Area Location	0 Outer 2 MLS Zone
5	Competition in Area	0 Strong - Many others for sale 1 Average 3 Weak - Low Competition
6	Average On Market Days for Area	0 120+ Days 1 60-120 Days 3 Under 60 Days
7	Yard Sign Allowed	0 No 1 Yes
8	Easy Access for Showings	0 No (Renter, 24 Hour Notice, etc.) 1 Yes (Lockbox, Short Notice, etc.)
9	Open House Availability	0 No 1 Yes
10	Term of Listing	1 90 Days 2 120 Days 3 180+ Days

TERMS		
14	Financing Terms	1 Conventional Only 2 FHA - VA - Conventional 3 Seller Assisted and All of the Above
15	Appraisal Pre-Ordered or Done	0 No 3 Yes
16	Immediate Possession on Closing	0 No 1 Yes
17	Contingencies Before Selling	0 Yes 1 No
18	Sellers Security Plan	0 No 3 Yes

Total Points for "Sale-Ability"

If unacceptable, recommend that Seller modify to improve.

Recommendations

Owner Signature _____ Agent Signature _____ Date _____