



## Worldwide ERC® Broker's Market Analysis and Strategy Report

**Purpose:** This report is designed to enable the real estate broker to conduct a diligent analysis of the subject property's condition, competition, and future marketability. Based on this analysis, the broker is to estimate the subject property's Most Likely Sales Price.

This is not a home inspection. Nor is this an appraisal; this comparative market analysis has not been performed in accordance with the Uniform Standards of Professional Appraisal Practice. It is not to be construed as an appraisal and may not be used as such for any purpose. Preparers of this form need to be aware of any state-specific disclosure requirements and include them in this form as appropriate.

**Procedural Guidelines:** For procedures on contacting homeowner, inspecting property, submitting report, and providing photos, follow the requesting company's guidelines. The Most Likely Sales Price (MLSP) is based on "as is" condition and a marketing time not to exceed 120 days to a contract of sale or as directed by the client.

**Subject Property Photo**

**ASSIGNMENT INFORMATION**

Date of BMA Inspection: _____	Homeowner(s): _____
Property Address: _____	City, State, Zip: _____
BMA Requested by Company: _____	Requesting Company File #: _____
Real Estate Brokerage: _____	Brokerage Contact Name: _____
E-mail: _____	Phone #: _____
Agent Preparer: _____	Agent Phone #: _____
Reason for BMA Request (select all that apply)	
<input type="checkbox"/> Pre-Decision <input type="checkbox"/> Marketing Assistance <input type="checkbox"/> Drive-by BMA <input type="checkbox"/> Updated BMA <input type="checkbox"/> Inventory <input type="checkbox"/> REO	
BMA marketing time not to exceed (select per Company request) - _____	

**SUBJECT INFORMATION**

Homeowner's purchase price: \$ \_\_\_\_\_ Date purchased: \_\_\_\_\_

Improvements made by homeowner, if any: *(please attach owner's list of improvements, if any)*

Were permits required for owner's improvements and were they obtained?

Is the subject currently listed?  Yes  No    Current List Price: \$ \_\_\_\_\_ Listing Company/Agent: \_\_\_\_\_

Form of Ownership:  Fee Simple  Leasehold    Occupant:  Homeowner  Tenant  Vacant

Type: - \_\_\_\_\_  Other: \_\_\_\_\_

If the subject property is in a common interest development (e.g., condo, townhouse, PUD) indicate # of Units: \_\_\_\_\_

HOA:  Yes  No  Optional    HOA Amount: \$ \_\_\_\_\_ Frequency: \_\_\_\_\_

HOA fee includes:  Amenities  Common area maintenance  Concierge services  Exterior building maintenance  Insurance for common areas

Landscaping  Security  Sewer  Snow removal  Taxes  Trash pick-up  Utilities  Water  Other \_\_\_\_\_

Additional mandatory fees/membership?  Yes  No    Amount and description: \_\_\_\_\_

Special Assessments?  Yes  No    Amount and description: \_\_\_\_\_

Has owner disclosed litigations associated with the property?  Yes  No    Comments: \_\_\_\_\_

Indicate any personal property to remain (e.g., refrigerator, range, mounted TVs, window treatments, mirrors, shelving, etc):

**SUBJECT LOCATION | MISCELLANEOUS**

Subject's location type: - \_\_\_\_\_ Other \_\_\_\_\_

Lot characteristics and property views: positive/negative (explain):

**Site characteristics of which you are aware (check all that apply):**

- Alley                       Easements/Encroachments                       Gated                       Paved Driveway Surface                       Paved Street Surface  
 Private Street Access                       Private Street Maintenance                       Shared Driveway                       Sidewalks

**Miscellaneous of which you are aware (check all that apply):**

- |   |  |  |
|---|--|--|
| <input type="checkbox"/> Access to public transportation                                | <input type="checkbox"/> Access challenges to subject property                     | <input type="checkbox"/> Audible street or highway noise present |
| <input type="checkbox"/> Close proximity to hospital/firehouse, etc.                    | <input type="checkbox"/> Excess acreage or land                                    | <input type="checkbox"/> Located on airport flight path          |
| <input type="checkbox"/> Located on or backs up to busy/main street                     | <input type="checkbox"/> Location in earthquake zone                               | <input type="checkbox"/> Location in flood plain                 |
| <input type="checkbox"/> Location near/in view of power lines/water towers/radio towers | <input type="checkbox"/> Subject located on or near designated environmental sites | <input type="checkbox"/> Location next to agricultural area      |
| <input type="checkbox"/> Location next to commercial area                               | <input type="checkbox"/> Location next to industrial area                          | <input type="checkbox"/> Location next to school or public park  |
| <input type="checkbox"/> Maintenance issues with neighboring properties                 | <input type="checkbox"/> Mobile homes/trailer park nearby                          | <input type="checkbox"/> Neighborhood has restrictive covenants  |
| <input type="checkbox"/> Property located on corner lot                                 | <input type="checkbox"/> Subject located near railroad tracks                      |  |

**Select all other items of which you are aware that may affect the marketability or value of the subject property:**

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Estimated time to sell is more than 120 days      | <input type="checkbox"/> HOA does not allow "for sale" signs on property | <input type="checkbox"/> Functional obsolescence     |
| <input type="checkbox"/> HOA fees not typical for the area                 | <input type="checkbox"/> HOA has first right of refusal                  | <input type="checkbox"/> Inadequate parking          |
| <input type="checkbox"/> Little sales activity in area or price range      | <input type="checkbox"/> Property has a fire stigma                      | <input type="checkbox"/> Property has a flood stigma |
| <input type="checkbox"/> Property has a crime stigma                       | <input type="checkbox"/> Property taxes not typical for the area         | <input type="checkbox"/> Proposed land use change    |
| <input type="checkbox"/> Proposed or pending assessments                   | <input type="checkbox"/> Solar panel leased                              | <input type="checkbox"/> Solar panel owned           |
| <input type="checkbox"/> Steep driveway                                    | <input type="checkbox"/> Style of home not typical for the area          | <input type="checkbox"/> Subject is over improved    |
| <input type="checkbox"/> Subject is under improved                         | <input type="checkbox"/> Subject neighborhood still under development    |  |
| <input type="checkbox"/> Subject neighborhood is undergoing gentrification | <input type="checkbox"/> Subject neighborhood is being redeveloped       |  |

**Comments:**

**SUBJECT CONDITION**

**Property Condition:**

- |   |   |   |
|---|---|---|
| <input type="checkbox"/> Construction incomplete                                | <input type="checkbox"/> Construction underway (provide date below) | <input type="checkbox"/> Decor of home is personalized or dated |
| <input type="checkbox"/> Deferred maintenance                                   | <input type="checkbox"/> Improvements underway (provide date below) | <input type="checkbox"/> Miscellaneous (please comment)         |
| <input type="checkbox"/> Odor evident   | <input type="checkbox"/> Oil tank abandoned                         | <input type="checkbox"/> Oil tank in use                        |
| <input type="checkbox"/> Pet damage evident                                     | <input type="checkbox"/> Safety issues known                        | <input type="checkbox"/> Structural issues visible              |
| <input type="checkbox"/> Synthetic Stucco potential                             | <input type="checkbox"/> Underground storage tank abandoned         | <input type="checkbox"/> Underground storage tank in use        |
| <input type="checkbox"/> Visible cracks or stains on walls, floors, or ceilings | <input type="checkbox"/> Water damage past or present               |   |

**Additional Comments:**

Estimated construction/improvements completion date, if applicable: \_\_\_\_\_

**RECOMMENDED REPAIRS AND IMPROVEMENTS**

*For all the following of which you are aware or observe in viewing the property, check the appropriate box(es) and describe:*

**Recommended Repairs and Improvements**

**Interior Items**

- |   |                |
|---|----------------|
| <input type="checkbox"/> Paint              | Comment: _____ |
| <input type="checkbox"/> Flooring           | Comment: _____ |
| <input type="checkbox"/> Wall paper removal | Comment: _____ |
| <input type="checkbox"/> Appliances         | Comment: _____ |
| <input type="checkbox"/> Cabinetry          | Comment: _____ |
| <input type="checkbox"/> Light fixtures     | Comment: _____ |
| <input type="checkbox"/> Countertops        | Comment: _____ |
| <input type="checkbox"/> Bathroom fixtures  | Comment: _____ |
| <input type="checkbox"/> Other:             | Comment: _____ |

**Exterior Items**

- |  |                |
|--|----------------|
| <input type="checkbox"/> Landscaping           | Comment: _____ |
| <input type="checkbox"/> Paint                 | Comment: _____ |
| <input type="checkbox"/> Driveway/walkway      | Comment: _____ |
| <input type="checkbox"/> Porch/deck            | Comment: _____ |
| <input type="checkbox"/> Pool/Spa              | Comment: _____ |
| <input type="checkbox"/> Gutters, siding, trim | Comment: _____ |
| <input type="checkbox"/> Roof                  | Comment: _____ |
| <input type="checkbox"/> Detached structure    | Comment: _____ |
| <input type="checkbox"/> Debris removal        | Comment: _____ |
| <input type="checkbox"/> Windows and screens   | Comment: _____ |
| <input type="checkbox"/> Other:                | Comment: _____ |

**INSPECTIONS/DISCLOSURES**

List all required, customary, and additionally recommended inspections (e.g. municipal, certificate of occupancy, environmental, etc.).

Required inspections:

Customary inspections:

Additionally recommended for the subject property:

Required disclosures:

Are any of the above-mentioned inspections the seller's responsibility and cost?

**FINANCING**

Do any of the following exist and have the potential to limit financing or insurability?

- |   |   |  |  |
|---|---|--|--|
| <input type="checkbox"/> Additional buildings on property | <input type="checkbox"/> Brownfield site        | <input type="checkbox"/> Condition               | <input type="checkbox"/> Environmental/location            |
| <input type="checkbox"/> Exceeds FHA loan limits          | <input type="checkbox"/> Excess acreage or land | <input type="checkbox"/> Located in a flood zone | <input type="checkbox"/> Located in mud or landslide area  |
| <input type="checkbox"/> Located in earthquake zone       | <input type="checkbox"/> Off-grid utilities     | <input type="checkbox"/> Pet/Hobby farm          | <input type="checkbox"/> Road access below local standards |
| <input type="checkbox"/> Miscellaneous: _____             |   |  |  |

**MARKET CONDITIONS**

**Subject Neighborhood** (For purposes of this report, the subject neighborhood is defined by the preparer of this form. Identify what you regard as the subject neighborhood and then use statistics that you have gathered which reflect that market area. Note: the neighborhood might be a MLS area, a particular section of a town, a specific subdivision, or an entire community. This is defined as the "micro area.")

**Broader Market Area** (For purposes of this report, the broader market area is defined as that area beyond the subject neighborhood in which buyers will look for comparable properties. This is described as the "macro area." In some instances, the broader market area will be the same as the subject's neighborhood. If this is the case, indicate it below.) What do you consider the "broader market area" to be for this property?

	Subject Neighborhood	Broader Relevant Market Area
Area Name		
Defined As (e.g. boundaries, school district, etc)		
Price Range	To	To
Average Days-on-Market (list to contract)		
Calculation for Months Supply of Inventory:		
# of Active Listings		
# of Sales in the past 6 months		
Average # of Sales per Month (auto calculates)		
Months Supply of Inventory (auto calculates)		
Property Value Trend past 6 months	Property Value Trend (select one)	Property Value Trend (select one)
Property Value Trend past 12 months	Property Value Trend (select one)	Property Value Trend (select one)
Type of Competing Listings (% of market)		
New Homes		
Resale		
REO/Foreclosure		
Corporate		
Total (must equal 100%)	0	0

Provide information on current economic conditions (positive or negative), including major corporation(s) moving into, out of, or planning layoffs, that may affect the marketability of this property.

Are there any specific issues in the broader market area which are not reflected in the specific neighborhood that might affect the sale of the subject property? Consider types of competing homes (e.g., new construction, REO's); incentives or concessions that are occurring; economic conditions; a dramatically different price range than the subject; days on market; etc.

# COMPETING LISTINGS

COMPETING LISTINGS

ITEM	SUBJECT	Competing Listing #1	Competing Listing #2	Competing Listing #3
Photos for each on top				
Address, City				
Current MLS #				
Property Status		-	-	-
Proximity to Subject				
Location		-	-	-
Name of Sub/Bldg/Area				
School District				
Common Area Amenities				
Original List Price				
Current List Price				
Seller Concessions				
Last Price Change Date				
Days-on-market (DOM) from original list date				
Provide add'l listing history, e.g. orig price, DOM, reason (ex: flip, condition, price)				
Monthly HOA (if applicable)				
Style				
Exterior Finish (Check all that apply)	<input type="checkbox"/> Aluminum <input type="checkbox"/> Brick <input type="checkbox"/> Cement Siding <input type="checkbox"/> Composite <input type="checkbox"/> Hardcoat Stucco <input type="checkbox"/> Stone <input type="checkbox"/> Stucco <input type="checkbox"/> Synthetic Stucco <input type="checkbox"/> Vinyl <input type="checkbox"/> Wood <input type="checkbox"/> Other:	<input type="checkbox"/> Aluminum <input type="checkbox"/> Brick <input type="checkbox"/> Cement Siding <input type="checkbox"/> Composite <input type="checkbox"/> Hardcoat Stucco <input type="checkbox"/> Stone <input type="checkbox"/> Stucco <input type="checkbox"/> Synthetic Stucco <input type="checkbox"/> Vinyl <input type="checkbox"/> Wood <input type="checkbox"/> Other:	<input type="checkbox"/> Aluminum <input type="checkbox"/> Brick <input type="checkbox"/> Cement Siding <input type="checkbox"/> Composite <input type="checkbox"/> Hardcoat Stucco <input type="checkbox"/> Stone <input type="checkbox"/> Stucco <input type="checkbox"/> Synthetic Stucco <input type="checkbox"/> Vinyl <input type="checkbox"/> Wood <input type="checkbox"/> Other:	<input type="checkbox"/> Aluminum <input type="checkbox"/> Brick <input type="checkbox"/> Cement Siding <input type="checkbox"/> Composite <input type="checkbox"/> Hardcoat Stucco <input type="checkbox"/> Stone <input type="checkbox"/> Stucco <input type="checkbox"/> Synthetic Stucco <input type="checkbox"/> Vinyl <input type="checkbox"/> Wood <input type="checkbox"/> Other:
Roof Type (Check all that apply)	<input type="checkbox"/> Asphalt shingle <input type="checkbox"/> Composite <input type="checkbox"/> Copper <input type="checkbox"/> Slate <input type="checkbox"/> Tar <input type="checkbox"/> Tile <input type="checkbox"/> Tin <input type="checkbox"/> Wood shake <input type="checkbox"/> Other:	<input type="checkbox"/> Asphalt shingle <input type="checkbox"/> Composite <input type="checkbox"/> Copper <input type="checkbox"/> Slate <input type="checkbox"/> Tar <input type="checkbox"/> Tile <input type="checkbox"/> Tin <input type="checkbox"/> Wood shake <input type="checkbox"/> Other:	<input type="checkbox"/> Asphalt shingle <input type="checkbox"/> Composite <input type="checkbox"/> Copper <input type="checkbox"/> Slate <input type="checkbox"/> Tar <input type="checkbox"/> Tile <input type="checkbox"/> Tin <input type="checkbox"/> Wood shake <input type="checkbox"/> Other:	<input type="checkbox"/> Asphalt shingle <input type="checkbox"/> Composite <input type="checkbox"/> Copper <input type="checkbox"/> Slate <input type="checkbox"/> Tar <input type="checkbox"/> Tile <input type="checkbox"/> Tin <input type="checkbox"/> Wood shake <input type="checkbox"/> Other:

COMPETING LISTINGS

Car Storage/Type (Check all that apply)	<input type="checkbox"/> None <input type="checkbox"/> Alley <input type="checkbox"/> Garage Attached (# of cars) <input type="checkbox"/> Garage Detached (# of cars) <input type="checkbox"/> Garage Built-in (# of cars) <input type="checkbox"/> Carport Attached (# of cars) <input type="checkbox"/> Carport Detached (# of cars) <input type="checkbox"/> Carport Built-in (# of cars) <input type="checkbox"/> Tandem <input type="checkbox"/> Additional Storage Space <input type="checkbox"/> Workshop Space <input type="checkbox"/> Zoned Street Parking <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Alley <input type="checkbox"/> Garage Attached (# of cars) <input type="checkbox"/> Garage Detached (# of cars) <input type="checkbox"/> Garage Built-in (# of cars) <input type="checkbox"/> Carport Attached (# of cars) <input type="checkbox"/> Carport Detached (# of cars) <input type="checkbox"/> Carport Built-in (# of cars) <input type="checkbox"/> Tandem <input type="checkbox"/> Additional Storage Space <input type="checkbox"/> Workshop Space <input type="checkbox"/> Zoned Street Parking <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Alley <input type="checkbox"/> Garage Attached (# of cars) <input type="checkbox"/> Garage Detached (# of cars) <input type="checkbox"/> Garage Built-in (# of cars) <input type="checkbox"/> Carport Attached (# of cars) <input type="checkbox"/> Carport Detached (# of cars) <input type="checkbox"/> Carport Built-in (# of cars) <input type="checkbox"/> Tandem <input type="checkbox"/> Additional Storage Space <input type="checkbox"/> Workshop Space <input type="checkbox"/> Zoned Street Parking <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Alley <input type="checkbox"/> Garage Attached (# of cars) <input type="checkbox"/> Garage Detached (# of cars) <input type="checkbox"/> Garage Built-in (# of cars) <input type="checkbox"/> Carport Attached (# of cars) <input type="checkbox"/> Carport Detached (# of cars) <input type="checkbox"/> Carport Built-in (# of cars) <input type="checkbox"/> Tandem <input type="checkbox"/> Additional Storage Space <input type="checkbox"/> Workshop Space <input type="checkbox"/> Zoned Street Parking <input type="checkbox"/> Other
Year Built				
Lot Size				
Approx. Gross Living Area				
Price per Sq Ft.				
Does Sq Ft incl English/Daylight basement area?				
Source of Sq Ft	-	-	-	-
Above Grade Room Count				
Bedrooms				
Baths				
Basement Type (Check all that apply)	<input type="checkbox"/> None <input type="checkbox"/> Crawl Space <input type="checkbox"/> Daylight/English <input type="checkbox"/> Full <input type="checkbox"/> Partial <input type="checkbox"/> Slab <input type="checkbox"/> Walk-out	<input type="checkbox"/> None <input type="checkbox"/> Crawl Space <input type="checkbox"/> Daylight/English <input type="checkbox"/> Full <input type="checkbox"/> Partial <input type="checkbox"/> Slab <input type="checkbox"/> Walk-out	<input type="checkbox"/> None <input type="checkbox"/> Crawl Space <input type="checkbox"/> Daylight/English <input type="checkbox"/> Full <input type="checkbox"/> Partial <input type="checkbox"/> Slab <input type="checkbox"/> Walk-out	<input type="checkbox"/> None <input type="checkbox"/> Crawl Space <input type="checkbox"/> Daylight/English <input type="checkbox"/> Full <input type="checkbox"/> Partial <input type="checkbox"/> Slab <input type="checkbox"/> Walk-out
Basement Sq Ft				
Basement Finish % and description				
Detached Structures (Check all that apply)	<input type="checkbox"/> None <input type="checkbox"/> Barn <input type="checkbox"/> Guest House <input type="checkbox"/> Pool House <input type="checkbox"/> Shed <input type="checkbox"/> Studio/Workshop <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Barn <input type="checkbox"/> Guest House <input type="checkbox"/> Pool House <input type="checkbox"/> Shed <input type="checkbox"/> Studio/Workshop <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Barn <input type="checkbox"/> Guest House <input type="checkbox"/> Pool House <input type="checkbox"/> Shed <input type="checkbox"/> Studio/Workshop <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Barn <input type="checkbox"/> Guest House <input type="checkbox"/> Pool House <input type="checkbox"/> Shed <input type="checkbox"/> Studio/Workshop <input type="checkbox"/> Other
Deck/Patio/Porch				
Pool/Spa				
Fireplace(s) Number	-	-	-	-
Fireplace Type	<input type="checkbox"/> Gas <input type="checkbox"/> Natural <input type="checkbox"/> Decorative			
Water Supply	-	-	-	-
Waste Disposal	-	-	-	-
Type of Air Conditioning (Check all that apply)	<input type="checkbox"/> None <input type="checkbox"/> Central <input type="checkbox"/> Window/Wall <input type="checkbox"/> Heat Pump <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Central <input type="checkbox"/> Window/Wall <input type="checkbox"/> Heat Pump <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Central <input type="checkbox"/> Window/Wall <input type="checkbox"/> Heat Pump <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Central <input type="checkbox"/> Window/Wall <input type="checkbox"/> Heat Pump <input type="checkbox"/> Other

**COMPETING LISTINGS**

Type of Heating System (Check all that apply)	<input type="checkbox"/> None	<input type="checkbox"/> None	<input type="checkbox"/> None	<input type="checkbox"/> None
	<input type="checkbox"/> Gas	<input type="checkbox"/> Gas	<input type="checkbox"/> Gas	<input type="checkbox"/> Gas
	<input type="checkbox"/> Electric	<input type="checkbox"/> Electric	<input type="checkbox"/> Electric	<input type="checkbox"/> Electric
	<input type="checkbox"/> Baseboard	<input type="checkbox"/> Baseboard	<input type="checkbox"/> Baseboard	<input type="checkbox"/> Baseboard
	<input type="checkbox"/> Coal	<input type="checkbox"/> Coal	<input type="checkbox"/> Coal	<input type="checkbox"/> Coal
	<input type="checkbox"/> Heat pump			
	<input type="checkbox"/> Oil	<input type="checkbox"/> Oil	<input type="checkbox"/> Oil	<input type="checkbox"/> Oil
	<input type="checkbox"/> Propane	<input type="checkbox"/> Propane	<input type="checkbox"/> Propane	<input type="checkbox"/> Propane
	<input type="checkbox"/> Radiator	<input type="checkbox"/> Radiator	<input type="checkbox"/> Radiator	<input type="checkbox"/> Radiator
	<input type="checkbox"/> Radiant	<input type="checkbox"/> Radiant	<input type="checkbox"/> Radiant	<input type="checkbox"/> Radiant
	<input type="checkbox"/> Solar	<input type="checkbox"/> Solar	<input type="checkbox"/> Solar	<input type="checkbox"/> Solar
	<input type="checkbox"/> Wood stove			
	<input type="checkbox"/> Other	<input type="checkbox"/> Other	<input type="checkbox"/> Other	<input type="checkbox"/> Other

**COMPETING LISTINGS RANKING**

ITEM	SUBJECT	Competing Listing #1	Competing Listing #2	Competing Listing #3
Location		-	-	-
Lot Characteristics		-	-	-
View		-	-	-
Floor Plan Utility		-	-	-
Ext. Condition's Appeal		-	-	-
Int. Condition's Appeal		-	-	-
Overall Rating of Listings as compared to Subject		-	-	-

Listing #1: \_\_\_\_\_ Type of Inspection: - \_\_\_\_\_ Inspection Date: \_\_\_\_\_  
 Comments:

Listing #2: \_\_\_\_\_ Type of Inspection: - \_\_\_\_\_ Inspection Date: \_\_\_\_\_  
 Comments:

Listing #3: \_\_\_\_\_ Type of Inspection: - \_\_\_\_\_ Inspection Date: \_\_\_\_\_  
 Comments:

# COMPARABLE SALES

COMPARABLE SALES

ITEM	SUBJECT	Comparable Sale #1	Comparable Sale #2	Comparable Sale #3
Photos for each on top				
Address, City				
Current MLS #				
Property Status		-	-	-
Proximity to Subject				
Location		-	-	-
Name of Sub/Bldg/Area				
School District				
Common Area Amenities				
Original List Price				
Final List Price				
Sale Price				
Final List to Sale Ratio (%)				
Seller Concessions				
Type of Buyer Financing				
Under Contract Date				
Closing Date				
Days-on-market (DOM) from original list date				
Provide add'l listing history, e.g. orig price, DOM, reason (ex: flip, condition, price)				
Monthly HOA (if applicable)				
Style				
Exterior Finish (Check all that apply)	<input type="checkbox"/> Aluminum <input type="checkbox"/> Brick <input type="checkbox"/> Cement Siding <input type="checkbox"/> Composite <input type="checkbox"/> Hardcoat Stucco <input type="checkbox"/> Stone <input type="checkbox"/> Stucco <input type="checkbox"/> Synthetic Stucco <input type="checkbox"/> Vinyl <input type="checkbox"/> Wood <input type="checkbox"/> Other:	<input type="checkbox"/> Aluminum <input type="checkbox"/> Brick <input type="checkbox"/> Cement Siding <input type="checkbox"/> Composite <input type="checkbox"/> Hardcoat Stucco <input type="checkbox"/> Stone <input type="checkbox"/> Stucco <input type="checkbox"/> Synthetic Stucco <input type="checkbox"/> Vinyl <input type="checkbox"/> Wood <input type="checkbox"/> Other:	<input type="checkbox"/> Aluminum <input type="checkbox"/> Brick <input type="checkbox"/> Cement Siding <input type="checkbox"/> Composite <input type="checkbox"/> Hardcoat Stucco <input type="checkbox"/> Stone <input type="checkbox"/> Stucco <input type="checkbox"/> Synthetic Stucco <input type="checkbox"/> Vinyl <input type="checkbox"/> Wood <input type="checkbox"/> Other:	<input type="checkbox"/> Aluminum <input type="checkbox"/> Brick <input type="checkbox"/> Cement Siding <input type="checkbox"/> Composite <input type="checkbox"/> Hardcoat Stucco <input type="checkbox"/> Stone <input type="checkbox"/> Stucco <input type="checkbox"/> Synthetic Stucco <input type="checkbox"/> Vinyl <input type="checkbox"/> Wood <input type="checkbox"/> Other:
Roof Type (Check all that apply)	<input type="checkbox"/> Asphalt shingle <input type="checkbox"/> Composite <input type="checkbox"/> Copper <input type="checkbox"/> Slate <input type="checkbox"/> Tar <input type="checkbox"/> Tile <input type="checkbox"/> Tin <input type="checkbox"/> Wood shake <input type="checkbox"/> Other:	<input type="checkbox"/> Asphalt shingle <input type="checkbox"/> Composite <input type="checkbox"/> Copper <input type="checkbox"/> Slate <input type="checkbox"/> Tar <input type="checkbox"/> Tile <input type="checkbox"/> Tin <input type="checkbox"/> Wood shake <input type="checkbox"/> Other:	<input type="checkbox"/> Asphalt shingle <input type="checkbox"/> Composite <input type="checkbox"/> Copper <input type="checkbox"/> Slate <input type="checkbox"/> Tar <input type="checkbox"/> Tile <input type="checkbox"/> Tin <input type="checkbox"/> Wood shake <input type="checkbox"/> Other:	<input type="checkbox"/> Asphalt shingle <input type="checkbox"/> Composite <input type="checkbox"/> Copper <input type="checkbox"/> Slate <input type="checkbox"/> Tar <input type="checkbox"/> Tile <input type="checkbox"/> Tin <input type="checkbox"/> Wood shake <input type="checkbox"/> Other:

Car Storage/Type (Check all that apply)	<input type="checkbox"/> None <input type="checkbox"/> Alley <input type="checkbox"/> Garage Attached (# of cars) <input type="checkbox"/> Garage Detached (# of cars) <input type="checkbox"/> Garage Built-in (# of cars) <input type="checkbox"/> Carport Attached (# of cars) <input type="checkbox"/> Carport Detached (# of cars) <input type="checkbox"/> Carport Built-in (# of cars) <input type="checkbox"/> Tandem <input type="checkbox"/> Additional Storage Space <input type="checkbox"/> Workshop Space <input type="checkbox"/> Zoned Street Parking <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Alley <input type="checkbox"/> Garage Attached (# of cars) <input type="checkbox"/> Garage Detached (# of cars) <input type="checkbox"/> Garage Built-in (# of cars) <input type="checkbox"/> Carport Attached (# of cars) <input type="checkbox"/> Carport Detached (# of cars) <input type="checkbox"/> Carport Built-in (# of cars) <input type="checkbox"/> Tandem <input type="checkbox"/> Additional Storage Space <input type="checkbox"/> Workshop Space <input type="checkbox"/> Zoned Street Parking <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Alley <input type="checkbox"/> Garage Attached (# of cars) <input type="checkbox"/> Garage Detached (# of cars) <input type="checkbox"/> Garage Built-in (# of cars) <input type="checkbox"/> Carport Attached (# of cars) <input type="checkbox"/> Carport Detached (# of cars) <input type="checkbox"/> Carport Built-in (# of cars) <input type="checkbox"/> Tandem <input type="checkbox"/> Additional Storage Space <input type="checkbox"/> Workshop Space <input type="checkbox"/> Zoned Street Parking <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Alley <input type="checkbox"/> Garage Attached (# of cars) <input type="checkbox"/> Garage Detached (# of cars) <input type="checkbox"/> Garage Built-in (# of cars) <input type="checkbox"/> Carport Attached (# of cars) <input type="checkbox"/> Carport Detached (# of cars) <input type="checkbox"/> Carport Built-in (# of cars) <input type="checkbox"/> Tandem <input type="checkbox"/> Additional Storage Space <input type="checkbox"/> Workshop Space <input type="checkbox"/> Zoned Street Parking <input type="checkbox"/> Other
Year Built				
Lot Size				
Approx. Gross Living Area				
Price per Sq Ft.				
Does Sq Ft incl English/Daylight basement area?				
Source of Sq Ft	-	-	-	-
Above Grade Room Count				
Bedrooms				
Baths				
Basement Type (Check all that apply)	<input type="checkbox"/> None <input type="checkbox"/> Crawl Space <input type="checkbox"/> Daylight/English <input type="checkbox"/> Full <input type="checkbox"/> Partial <input type="checkbox"/> Slab <input type="checkbox"/> Walk-out	<input type="checkbox"/> None <input type="checkbox"/> Crawl Space <input type="checkbox"/> Daylight/English <input type="checkbox"/> Full <input type="checkbox"/> Partial <input type="checkbox"/> Slab <input type="checkbox"/> Walk-out	<input type="checkbox"/> None <input type="checkbox"/> Crawl Space <input type="checkbox"/> Daylight/English <input type="checkbox"/> Full <input type="checkbox"/> Partial <input type="checkbox"/> Slab <input type="checkbox"/> Walk-out	<input type="checkbox"/> None <input type="checkbox"/> Crawl Space <input type="checkbox"/> Daylight/English <input type="checkbox"/> Full <input type="checkbox"/> Partial <input type="checkbox"/> Slab <input type="checkbox"/> Walk-out
Basement Sq Ft				
Basement Finish % and description				
Detached Structures (Check all that apply)	<input type="checkbox"/> None <input type="checkbox"/> Barn <input type="checkbox"/> Guest House <input type="checkbox"/> Pool House <input type="checkbox"/> Shed <input type="checkbox"/> Studio/Workshop <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Barn <input type="checkbox"/> Guest House <input type="checkbox"/> Pool House <input type="checkbox"/> Shed <input type="checkbox"/> Studio/Workshop <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Barn <input type="checkbox"/> Guest House <input type="checkbox"/> Pool House <input type="checkbox"/> Shed <input type="checkbox"/> Studio/Workshop <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Barn <input type="checkbox"/> Guest House <input type="checkbox"/> Pool House <input type="checkbox"/> Shed <input type="checkbox"/> Studio/Workshop <input type="checkbox"/> Other
Deck/Patio/Porch				
Pool/Spa				
Fireplace(s) Number	-	-	-	-
Fireplace Type	<input type="checkbox"/> Gas <input type="checkbox"/> Natural <input type="checkbox"/> Decorative			
Water Supply	-	-	-	-
Waste Disposal	-	-	-	-
Type of Air Conditioning (Check all that apply)	<input type="checkbox"/> None <input type="checkbox"/> Central <input type="checkbox"/> Window/Wall <input type="checkbox"/> Heat Pump <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Central <input type="checkbox"/> Window/Wall <input type="checkbox"/> Heat Pump <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Central <input type="checkbox"/> Window/Wall <input type="checkbox"/> Heat Pump <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Central <input type="checkbox"/> Window/Wall <input type="checkbox"/> Heat Pump <input type="checkbox"/> Other

**COMPARABLE SALES**

Type of Heating System (Check all that apply)	<input type="checkbox"/> None	<input type="checkbox"/> None	<input type="checkbox"/> None	<input type="checkbox"/> None
	<input type="checkbox"/> Gas	<input type="checkbox"/> Gas	<input type="checkbox"/> Gas	<input type="checkbox"/> Gas
	<input type="checkbox"/> Electric	<input type="checkbox"/> Electric	<input type="checkbox"/> Electric	<input type="checkbox"/> Electric
	<input type="checkbox"/> Baseboard	<input type="checkbox"/> Baseboard	<input type="checkbox"/> Baseboard	<input type="checkbox"/> Baseboard
	<input type="checkbox"/> Coal	<input type="checkbox"/> Coal	<input type="checkbox"/> Coal	<input type="checkbox"/> Coal
	<input type="checkbox"/> Heat pump			
	<input type="checkbox"/> Oil	<input type="checkbox"/> Oil	<input type="checkbox"/> Oil	<input type="checkbox"/> Oil
	<input type="checkbox"/> Propane	<input type="checkbox"/> Propane	<input type="checkbox"/> Propane	<input type="checkbox"/> Propane
	<input type="checkbox"/> Radiator	<input type="checkbox"/> Radiator	<input type="checkbox"/> Radiator	<input type="checkbox"/> Radiator
	<input type="checkbox"/> Radiant	<input type="checkbox"/> Radiant	<input type="checkbox"/> Radiant	<input type="checkbox"/> Radiant
	<input type="checkbox"/> Solar	<input type="checkbox"/> Solar	<input type="checkbox"/> Solar	<input type="checkbox"/> Solar
	<input type="checkbox"/> Wood stove			
	<input type="checkbox"/> Other	<input type="checkbox"/> Other	<input type="checkbox"/> Other	<input type="checkbox"/> Other

**COMPARABLE SALES RANKING**

ITEM	SUBJECT	Comparable Sale #1	Comparable Sale #2	Comparable Sale #3
Location		-	-	-
Lot Characteristics		-	-	-
View		-	-	-
Floor Plan Utility		-	-	-
Ext. Condition's Appeal		-	-	-
Int. Condition's Appeal		-	-	-
Overall Rating of Sale as compared to Subject		-	-	-

Sale #1: \_\_\_\_\_ Type of Inspection: - \_\_\_\_\_ Inspection Date: \_\_\_\_\_  
 Comments:

Sale #2: \_\_\_\_\_ Type of Inspection: - \_\_\_\_\_ Inspection Date: \_\_\_\_\_  
 Comments:

Sale #3: \_\_\_\_\_ Type of Inspection: - \_\_\_\_\_ Inspection Date: \_\_\_\_\_  
 Comments:

**MARKETING STRATEGY**

Identify the top three to five positive attributes and potential challenges

Positive Attributes		Potential Challenges	
1.		1.	
2.		2.	
3.		3.	
4.		4.	
5.		5.	

What repairs or improvements would enhance the property's marketability?

Contributory Value: Please comment on added market value, if any, of suggested or ongoing repairs and improvements

What are the top five creative ideas you will use in marketing this property keeping in mind the challenges and actions identified above?

1.	
2.	
3.	
4.	
5.	

Identify three to five reasons why you are the best person to market this home.

1.	
2.	
3.	
4.	
5.	

Additional Comments:

**VALUE ANALYSIS**

If Subject will compete with new construction, identify and describe any builder concessions: \_\_\_\_\_

Identify and describe any financing concessions that may be necessary to secure the sale of the Subject property: \_\_\_\_\_

Recommend any marketing concessions or incentives that should be offered for the Subject and why. \_\_\_\_\_

Anticipated List Date: \_\_\_\_\_ If more than 30 days, do you expect a market change?  Yes  No (if Yes, please comment): \_\_\_\_\_

Additional comments related to listing: - \_\_\_\_\_ Other \_\_\_\_\_

Has your suggested price been adjusted to adhere to policy marketing time? If yes, please comment.

Suggested List Price (SLP) As Is: \$ \_\_\_\_\_ Most Likely Sale Price (MLSP) As Is: \$ \_\_\_\_\_

**SIGNATURES**

Brokerage Contact Name: \_\_\_\_\_ Agent Preparer Name: \_\_\_\_\_

Brokerage Contact Signature: \_\_\_\_\_ Agent Preparer Signature: \_\_\_\_\_