



## 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):**

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

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

**Comments:**

**SUBJECT CONDITION**

**Property Condition:**

- Construction incomplete
- Construction underway (provide date below)
- Decor of home is personalized or dated
- Deferred maintenance
- Improvements underway (provide date below)
- Miscellaneous (please comment)
- Odor evident
- Oil tank abandoned
- Oil tank in use
- Pet damage evident
- Safety issues known
- Structural issues visible
- Synthetic Stucco potential
- Underground storage tank abandoned
- Underground storage tank in use
- Visible cracks or stains on walls, floors, or ceilings
- 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**

- Paint Comment: \_\_\_\_\_
- Flooring Comment: \_\_\_\_\_
- Wall paper removal Comment: \_\_\_\_\_
- Appliances Comment: \_\_\_\_\_
- Cabinetry Comment: \_\_\_\_\_
- Light fixtures Comment: \_\_\_\_\_
- Countertops Comment: \_\_\_\_\_
- Bathroom fixtures Comment: \_\_\_\_\_
- Other: Comment: \_\_\_\_\_

**Exterior Items**

- Landscaping Comment: \_\_\_\_\_
- Paint Comment: \_\_\_\_\_
- Driveway/walkway Comment: \_\_\_\_\_
- Porch/deck Comment: \_\_\_\_\_
- Pool/Spa Comment: \_\_\_\_\_
- Gutters, siding, trim Comment: \_\_\_\_\_
- Roof Comment: \_\_\_\_\_
- Detached structure Comment: \_\_\_\_\_
- Debris removal Comment: \_\_\_\_\_
- Windows and screens Comment: \_\_\_\_\_
- 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?

- Additional buildings on property
- Exceeds FHA loan limits
- Located in earthquake zone
- Miscellaneous: \_\_\_\_\_
- Brownfield site
- Excess acreage or land
- Off-grid utilities
- Condition
- Located in a flood zone
- Pet/Hobby farm
- Environmental/location
- Located in mud or landslide area
- Road access below local standards

**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 past 12 months		
Type of Competing Listings (% of market)		
New Homes		
Resale		
REO/Foreclosure		
Corporate		
Total (must equal 100%)		

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

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

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	<input type="checkbox"/> Gas <input type="checkbox"/> Natural <input type="checkbox"/> Decorative	<input type="checkbox"/> Gas <input type="checkbox"/> Natural <input type="checkbox"/> Decorative	<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"/> Gas <input type="checkbox"/> Electric <input type="checkbox"/> Baseboard <input type="checkbox"/> Coal <input type="checkbox"/> Heat pump <input type="checkbox"/> Oil <input type="checkbox"/> Propane <input type="checkbox"/> Radiator <input type="checkbox"/> Radiant <input type="checkbox"/> Solar <input type="checkbox"/> Wood stove <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Gas <input type="checkbox"/> Electric <input type="checkbox"/> Baseboard <input type="checkbox"/> Coal <input type="checkbox"/> Heat pump <input type="checkbox"/> Oil <input type="checkbox"/> Propane <input type="checkbox"/> Radiator <input type="checkbox"/> Radiant <input type="checkbox"/> Solar <input type="checkbox"/> Wood stove <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Gas <input type="checkbox"/> Electric <input type="checkbox"/> Baseboard <input type="checkbox"/> Coal <input type="checkbox"/> Heat pump <input type="checkbox"/> Oil <input type="checkbox"/> Propane <input type="checkbox"/> Radiator <input type="checkbox"/> Radiant <input type="checkbox"/> Solar <input type="checkbox"/> Wood stove <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Gas <input type="checkbox"/> Electric <input type="checkbox"/> Baseboard <input type="checkbox"/> Coal <input type="checkbox"/> Heat pump <input type="checkbox"/> Oil <input type="checkbox"/> Propane <input type="checkbox"/> Radiator <input type="checkbox"/> Radiant <input type="checkbox"/> Solar <input type="checkbox"/> Wood stove <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

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:

COMPARABLE SALES

COMPARABLE SALES

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	<input type="checkbox"/> Gas <input type="checkbox"/> Natural <input type="checkbox"/> Decorative	<input type="checkbox"/> Gas <input type="checkbox"/> Natural <input type="checkbox"/> Decorative	<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"/> Gas <input type="checkbox"/> Electric <input type="checkbox"/> Baseboard <input type="checkbox"/> Coal <input type="checkbox"/> Heat pump <input type="checkbox"/> Oil <input type="checkbox"/> Propane <input type="checkbox"/> Radiator <input type="checkbox"/> Radiant <input type="checkbox"/> Solar <input type="checkbox"/> Wood stove <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Gas <input type="checkbox"/> Electric <input type="checkbox"/> Baseboard <input type="checkbox"/> Coal <input type="checkbox"/> Heat pump <input type="checkbox"/> Oil <input type="checkbox"/> Propane <input type="checkbox"/> Radiator <input type="checkbox"/> Radiant <input type="checkbox"/> Solar <input type="checkbox"/> Wood stove <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Gas <input type="checkbox"/> Electric <input type="checkbox"/> Baseboard <input type="checkbox"/> Coal <input type="checkbox"/> Heat pump <input type="checkbox"/> Oil <input type="checkbox"/> Propane <input type="checkbox"/> Radiator <input type="checkbox"/> Radiant <input type="checkbox"/> Solar <input type="checkbox"/> Wood stove <input type="checkbox"/> Other	<input type="checkbox"/> None <input type="checkbox"/> Gas <input type="checkbox"/> Electric <input type="checkbox"/> Baseboard <input type="checkbox"/> Coal <input type="checkbox"/> Heat pump <input type="checkbox"/> Oil <input type="checkbox"/> Propane <input type="checkbox"/> Radiator <input type="checkbox"/> Radiant <input type="checkbox"/> Solar <input type="checkbox"/> Wood stove <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: \_\_\_\_\_