

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.

ASSIGNMENT INFORMATION	File #:	Homeowner(s):
	Property Address:	Home Phone #:
	City, State, Zip:	Work Phone #:
	BMA Requested by (Co. & Contact):	e-mail:
	Requesting Co. Address:	Phone #:
	City, State, Zip:	Fax #:
	Real Estate Firm:	
	Contact Name:	e-mail:
	Real Estate Firm Address:	Phone #:
	City, State, Zip:	Fax #:
Agent Preparer:	Phone #:	
SUBJECT INFORMATION	Homeowner's purchase price: \$	Date purchased:
	Improvements made by homeowner if any:	
	Is the subject currently listed? <input type="checkbox"/> Yes <input type="checkbox"/> No	Listing Company/Agent:
	Form of Ownership: <input type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold	Occupant: <input type="checkbox"/> Homeowner <input type="checkbox"/> Tenant <input type="checkbox"/> Vacant
	Type: <input type="checkbox"/> Condo <input type="checkbox"/> Coop <input type="checkbox"/> PUD <input type="checkbox"/> Single Family <input type="checkbox"/> Mixed Use <input type="checkbox"/> Town House <input type="checkbox"/> Modular <input type="checkbox"/> Mobile Home <input type="checkbox"/> Other:	
Indicate any personal property that remains (e.g., refrigerator, range, etc):		
SUBJECT LOCATION	Subject's location type: <input type="checkbox"/> Urban <input type="checkbox"/> Suburban <input type="checkbox"/> Distant suburban <input type="checkbox"/> Rural <input type="checkbox"/> Farm <input type="checkbox"/> Resort	
	Lot Characteristics: positive/negative (explain):	
	Subject's view: positive/negative (explain):	
	Locational issues of which you are aware that may affect the insurability of the property:	
	<i>Site Characteristics of which you are aware (check all that apply):</i> <input type="checkbox"/> Private Street Access <input type="checkbox"/> Private Street Maintenance <input type="checkbox"/> Gated <input type="checkbox"/> Alley <input type="checkbox"/> Easements/Encroachments <input type="checkbox"/> Sidewalk <input type="checkbox"/> Curbs/Gutters <input type="checkbox"/> Street Lighting <input type="checkbox"/> Paved Street Surface <input type="checkbox"/> Paved Driveway Surface	
<i>Miscellaneous of which you are aware (check all that apply):</i> <input type="checkbox"/> Maintenance issues with neighboring properties <input type="checkbox"/> Excess acreage or land <input type="checkbox"/> Mobile homes/trailer park nearby <input type="checkbox"/> Subject located on or near designated environmental sites <input type="checkbox"/> Location next to agricultural area <input type="checkbox"/> Close proximity to hospital/firehouse, etc. <input type="checkbox"/> Neighborhood has restrictive covenants <input type="checkbox"/> Subject located near railroad tracks <input type="checkbox"/> Audible street or highway noise present <input type="checkbox"/> Located on or backs up to busy/main street <input type="checkbox"/> Location in flood plain <input type="checkbox"/> Location in earthquake zone <input type="checkbox"/> Location next to school or public park <input type="checkbox"/> Property located on corner lot <input type="checkbox"/> Access to subject property <input type="checkbox"/> Location near/in view of power lines/water towers/ radio towers <input type="checkbox"/> Location next to industrial area <input type="checkbox"/> Located on airport flight path <input type="checkbox"/> Additional Comments:		
MISCELLANEOUS	<i>Check all other items of which you are aware that may affect the marketability or value of the subject property and comment below:</i> <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"/> Inadequate parking <input type="checkbox"/> Functional obsolescence <input type="checkbox"/> Steep driveway <input type="checkbox"/> Proposed land use change <input type="checkbox"/> Little sales activity in area or price range <input type="checkbox"/> Estimated time to sell is more than 120 days <input type="checkbox"/> Proposed or pending assessments <input type="checkbox"/> Property taxes not typical for area <input type="checkbox"/> HOA has first right of refusal <input type="checkbox"/> HOA does not allow "for sale" signs on property <input type="checkbox"/> HOA fees not typical for the area <input type="checkbox"/> Other Comments:	

SUBJECT CONDITION	Property Condition		
	<i>For all the following of which you are aware or observe in viewing the property, check the appropriate box(es) and describe:</i>		
	<input type="checkbox"/>	Décor of home is personalized or dated:	
	<input type="checkbox"/>	Incomplete construction:	
	<input type="checkbox"/>	Evidence of past or present water damage:	
	<input type="checkbox"/>	Cracks or stains on walls, floors, or ceilings:	
	<input type="checkbox"/>	Oil tank (abandoned):	
	<input type="checkbox"/>	Oil tank (in use):	
	<input type="checkbox"/>	Underground storage tank (abandoned):	
	<input type="checkbox"/>	Underground storage tank (in use):	
	<input type="checkbox"/>	Synthetic stucco:	
	<input type="checkbox"/>	Suspected structural problems:	
	<input type="checkbox"/>	Evidence of odor:	
	<input type="checkbox"/>	Evidence of pet damage:	
	<input type="checkbox"/>	Evidence of deferred maintenance:	
	Additional Comments:		
	Recommended Repairs and Improvements		
	<i>Interior Items</i>		<i>R&I Estimates</i>
	<input type="checkbox"/>	Paint	Estimated cost per item: \$ Comment:
	<input type="checkbox"/>	Flooring	Estimated cost per item: \$ Comment:
	<input type="checkbox"/>	Wall paper removal	Estimated cost per item: \$ Comment:
	<input type="checkbox"/>	Appliances	Estimated cost per item: \$ Comment:
	<input type="checkbox"/>	Cabinets	Estimated cost per item: \$ Comment:
	<input type="checkbox"/>	Light fixtures	Estimated cost per item: \$ Comment:
	<input type="checkbox"/>	Countertops	Estimated cost per item: \$ Comment:
	<input type="checkbox"/>	Bathroom fixtures	Estimated cost per item: \$ Comment:
	<input type="checkbox"/>	Other:	Estimated cost per item: \$ Comment:
	<input type="checkbox"/>	Other:	Estimated cost per item: \$ Comment:
<input type="checkbox"/>	Other:	Estimated cost per item: \$ Comment:	
Total Estimated Cost for Interior Repairs		\$	
<i>Exterior Items</i>		<i>R&I Estimates</i>	
<input type="checkbox"/>	Landscaping	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Paint	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Driveway/walkway	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Porch/deck	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Pool	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Spa	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Gutters	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Siding	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Trim	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Roof	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Detached structures	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Debris removal	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Windows and screens	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Other:	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Other:	Estimated cost per item: \$ Comment:	
<input type="checkbox"/>	Other:	Estimated cost per item: \$ Comment:	
Total Estimated Cost for Exterior Repairs		\$	
INSPECTIONS/DISCLOSURES	List all required, customary and additionally recommended inspections (e.g., municipal, certificate of occupancy, environmental, etc.): Required:		
	Customary:		
	Additionally recommended for the subject property:		
	Subject property issues of which you are aware that may affect insurability of the subject property:		
	List all required disclosures:		

FINANCING

Identify the most probable means of financing for the subject: FHA VA Cash Conventional mortgage—conforming or jumbo
 Other:

Describe the terms of the financing type identified above:

Identify and describe any financing concessions that may be necessary to secure the sale of the subject property.

Points:

Closing Costs:

Other:

Do you anticipate any issues that may affect the ability to secure financing for the subject property (e.g., condition, zoning, environmental, HOA, etc.)?

Yes No If yes, comment:

If the subject property is a common interest development (e.g., condo, townhouse, PUD), what is the ratio of owners to investors? N/A

Owners: _____ % Investors: _____ % (total must equal 100%)

HOA Fees: \$ _____ How often are they paid? Monthly Quarterly Semi-annually Annually

Items included in HOA Fees: Trash Pick-up Landscaping Snow Removal Exterior Building Maintenance
 Security/Concierge Services Insurance Taxes Amenities
 Common Area Maintenance Water Sewer
 Other:

Are you aware of any special assessments covered by the HOA? Yes No

If yes, indicate the amount of assessment: \$ _____

Describe what the special assessment covers:

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 described as the "micro area.")

Subject neighborhood is defined as:

Price Range: \$ _____ to \$ _____ Property Values are: Increasing _____ % in past _____ months
 Stable
 Decreasing _____ % in past _____ months

Average Days-on-Market (list to contract) _____ days
 (# of days)

Calculate the months supply of inventory (Absorption Rate):

Number of active listings ÷ Avg. number of sales per month for the last 6 months = Number of months needed to sell existing inventory

Type of competing listings	
New Homes	%
Resale	%
REO/Foreclosure	%
Corporate	%
Total (Must equal 100%)	100%

Describe all marketing concessions/incentives being offered to buyers and/or brokers on competing properties:

Recommend any marketing concessions/incentives that should be offered for the subject:

Describe major corporation(s) in this neighborhood that are moving into, out of, or planning layoffs:

Describe current economic conditions (positive or negative) that may have an effect on the marketability of the property:

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?

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		
Address, City												
Current MLS #												
Proximity to Subject												
Original List Price	\$			\$			\$			\$		
Current List Price	\$			\$			\$			\$		
Seller Concessions												
Last Price Change Date												
Days-on-market (DOM) from original list date												
Previous listing history for last 12 months	Orig. List Price \$			Orig. List Price \$			Orig. List Price \$			Orig. List Price \$		
	Last List Price \$			Last List Price \$			Last List Price \$			Last List Price \$		
	DOM:			DOM:			DOM:			DOM:		
Style												
Exterior Finish (Check all that apply)	<input type="checkbox"/> Brick	<input type="checkbox"/> Wood		<input type="checkbox"/> Brick	<input type="checkbox"/> Wood		<input type="checkbox"/> Brick	<input type="checkbox"/> Wood		<input type="checkbox"/> Brick	<input type="checkbox"/> Wood	
	<input type="checkbox"/> Composite	<input type="checkbox"/> Stone		<input type="checkbox"/> Composite	<input type="checkbox"/> Stone		<input type="checkbox"/> Composite	<input type="checkbox"/> Stone		<input type="checkbox"/> Composite	<input type="checkbox"/> Stone	
Roof Type (Check all that apply)	<input type="checkbox"/> Aluminum	<input type="checkbox"/> Stucco		<input type="checkbox"/> Aluminum	<input type="checkbox"/> Stucco		<input type="checkbox"/> Aluminum	<input type="checkbox"/> Stucco		<input type="checkbox"/> Aluminum	<input type="checkbox"/> Stucco	
	<input type="checkbox"/> Synthetic Stucco	<input type="checkbox"/> Vinyl		<input type="checkbox"/> Synthetic Stucco	<input type="checkbox"/> Vinyl		<input type="checkbox"/> Synthetic Stucco	<input type="checkbox"/> Vinyl		<input type="checkbox"/> Synthetic Stucco	<input type="checkbox"/> Vinyl	
Car Storage/Type (Check all that apply)	<input type="checkbox"/> Hardcoat Stucco			<input type="checkbox"/> Hardcoat Stucco			<input type="checkbox"/> Hardcoat Stucco			<input type="checkbox"/> Hardcoat Stucco		
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
Year Built	<input type="checkbox"/> Composite	<input type="checkbox"/> Slate		<input type="checkbox"/> Composite	<input type="checkbox"/> Slate		<input type="checkbox"/> Composite	<input type="checkbox"/> Slate		<input type="checkbox"/> Composite	<input type="checkbox"/> Slate	
	<input type="checkbox"/> Tar	<input type="checkbox"/> Tile		<input type="checkbox"/> Tar	<input type="checkbox"/> Tile		<input type="checkbox"/> Tar	<input type="checkbox"/> Tile		<input type="checkbox"/> Tar	<input type="checkbox"/> Tile	
Lot Size	<input type="checkbox"/> Wood shake	<input type="checkbox"/> Tin		<input type="checkbox"/> Wood shake	<input type="checkbox"/> Tin		<input type="checkbox"/> Wood shake	<input type="checkbox"/> Tin		<input type="checkbox"/> Wood shake	<input type="checkbox"/> Tin	
	<input type="checkbox"/> Asphalt shingle	<input type="checkbox"/> Copper		<input type="checkbox"/> Asphalt shingle	<input type="checkbox"/> Copper		<input type="checkbox"/> Asphalt shingle	<input type="checkbox"/> Copper		<input type="checkbox"/> Asphalt shingle	<input type="checkbox"/> Copper	
Appx. Gross Living Area	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
	<input type="checkbox"/> None			<input type="checkbox"/> None			<input type="checkbox"/> None			<input type="checkbox"/> None		
Above Grade Room Count	<input type="checkbox"/> Garage	<input type="checkbox"/> Attached	# of Cars _____	<input type="checkbox"/> Garage	<input type="checkbox"/> Attached	# of Cars _____	<input type="checkbox"/> Garage	<input type="checkbox"/> Attached	# of Cars _____	<input type="checkbox"/> Garage	<input type="checkbox"/> Attached	# of Cars _____
	<input type="checkbox"/> Detached			<input type="checkbox"/> Detached			<input type="checkbox"/> Detached			<input type="checkbox"/> Detached		
Basement	<input type="checkbox"/> Built-in			<input type="checkbox"/> Built-in			<input type="checkbox"/> Built-in			<input type="checkbox"/> Built-in		
	<input type="checkbox"/> Carport	<input type="checkbox"/> Attached		<input type="checkbox"/> Carport	<input type="checkbox"/> Attached		<input type="checkbox"/> Carport	<input type="checkbox"/> Attached		<input type="checkbox"/> Carport	<input type="checkbox"/> Attached	
Basement Finish	<input type="checkbox"/> Detached			<input type="checkbox"/> Detached			<input type="checkbox"/> Detached			<input type="checkbox"/> Detached		
	<input type="checkbox"/> Built-in			<input type="checkbox"/> Built-in			<input type="checkbox"/> Built-in			<input type="checkbox"/> Built-in		
Attic (Check all that apply)	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
	<input type="checkbox"/> None			<input type="checkbox"/> None			<input type="checkbox"/> None			<input type="checkbox"/> None		
Attic Access	<input type="checkbox"/> Partial			<input type="checkbox"/> Partial			<input type="checkbox"/> Partial			<input type="checkbox"/> Partial		
	<input type="checkbox"/> Full			<input type="checkbox"/> Full			<input type="checkbox"/> Full			<input type="checkbox"/> Full		
Bonus Room	<input type="checkbox"/> Walkup	<input type="checkbox"/> Hatch		<input type="checkbox"/> Walkup	<input type="checkbox"/> Hatch		<input type="checkbox"/> Walkup	<input type="checkbox"/> Hatch		<input type="checkbox"/> Walkup	<input type="checkbox"/> Hatch	
	<input type="checkbox"/> Pull down steps			<input type="checkbox"/> Pull down steps			<input type="checkbox"/> Pull down steps			<input type="checkbox"/> Pull down steps		
Detached Structures (Check all that apply)	<input type="checkbox"/> None	<input type="checkbox"/> Barn		<input type="checkbox"/> None	<input type="checkbox"/> Barn		<input type="checkbox"/> None	<input type="checkbox"/> Barn		<input type="checkbox"/> None	<input type="checkbox"/> Barn	
	<input type="checkbox"/> Guest House	<input type="checkbox"/> Studio		<input type="checkbox"/> Guest House	<input type="checkbox"/> Studio		<input type="checkbox"/> Guest House	<input type="checkbox"/> Studio		<input type="checkbox"/> Guest House	<input type="checkbox"/> Studio	
Deck/Patio	<input type="checkbox"/> Pool House	<input type="checkbox"/> Shed		<input type="checkbox"/> Pool House	<input type="checkbox"/> Shed		<input type="checkbox"/> Pool House	<input type="checkbox"/> Shed		<input type="checkbox"/> Pool House	<input type="checkbox"/> Shed	
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
Pool/Spa	<input type="checkbox"/> Public	<input type="checkbox"/> Private		<input type="checkbox"/> Public	<input type="checkbox"/> Private		<input type="checkbox"/> Public	<input type="checkbox"/> Private		<input type="checkbox"/> Public	<input type="checkbox"/> Private	
	<input type="checkbox"/> Community	<input type="checkbox"/> Well		<input type="checkbox"/> Community	<input type="checkbox"/> Well		<input type="checkbox"/> Community	<input type="checkbox"/> Well		<input type="checkbox"/> Community	<input type="checkbox"/> Well	
Waste Disposal	<input type="checkbox"/> Septic	<input type="checkbox"/> Sewer		<input type="checkbox"/> Septic	<input type="checkbox"/> Sewer		<input type="checkbox"/> Septic	<input type="checkbox"/> Sewer		<input type="checkbox"/> Septic	<input type="checkbox"/> Sewer	
	<input type="checkbox"/> Cesspool			<input type="checkbox"/> Cesspool			<input type="checkbox"/> Cesspool			<input type="checkbox"/> Cesspool		
Type of Air Conditioning (Check all that apply)	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
	<input type="checkbox"/> None	<input type="checkbox"/> Central		<input type="checkbox"/> None	<input type="checkbox"/> Central		<input type="checkbox"/> None	<input type="checkbox"/> Central		<input type="checkbox"/> None	<input type="checkbox"/> Central	
Type of Heating System (Check all that apply)	<input type="checkbox"/> Window/Wall	<input type="checkbox"/> Heat Pump		<input type="checkbox"/> Window/Wall	<input type="checkbox"/> Heat Pump		<input type="checkbox"/> Window/Wall	<input type="checkbox"/> Heat Pump		<input type="checkbox"/> Window/Wall	<input type="checkbox"/> Heat Pump	
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
Location	<input type="checkbox"/> None	<input type="checkbox"/> Gas		<input type="checkbox"/> None	<input type="checkbox"/> Gas		<input type="checkbox"/> None	<input type="checkbox"/> Gas		<input type="checkbox"/> None	<input type="checkbox"/> Gas	
	<input type="checkbox"/> Propane	<input type="checkbox"/> Electric		<input type="checkbox"/> Propane	<input type="checkbox"/> Electric		<input type="checkbox"/> Propane	<input type="checkbox"/> Electric		<input type="checkbox"/> Propane	<input type="checkbox"/> Electric	
Lot Characteristics	<input type="checkbox"/> Radiant	<input type="checkbox"/> Oil		<input type="checkbox"/> Radiant	<input type="checkbox"/> Oil		<input type="checkbox"/> Radiant	<input type="checkbox"/> Oil		<input type="checkbox"/> Radiant	<input type="checkbox"/> Oil	
	<input type="checkbox"/> Wood stove	<input type="checkbox"/> Solar		<input type="checkbox"/> Wood stove	<input type="checkbox"/> Solar		<input type="checkbox"/> Wood stove	<input type="checkbox"/> Solar		<input type="checkbox"/> Wood stove	<input type="checkbox"/> Solar	
View	<input type="checkbox"/> Base Board	<input type="checkbox"/> Coal		<input type="checkbox"/> Base Board	<input type="checkbox"/> Coal		<input type="checkbox"/> Base Board	<input type="checkbox"/> Coal		<input type="checkbox"/> Base Board	<input type="checkbox"/> Coal	
	<input type="checkbox"/> Heat pump	<input type="checkbox"/> Radiator		<input type="checkbox"/> Heat pump	<input type="checkbox"/> Radiator		<input type="checkbox"/> Heat pump	<input type="checkbox"/> Radiator		<input type="checkbox"/> Heat pump	<input type="checkbox"/> Radiator	
Floor Plan Utility	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Ext. Condition's Appeal	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Int. Condition's Appeal	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Overall Rating of Listings as Compared to Subject	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Listing #1: Date inspected: _____	Comments: _____											
Listing #2: Date inspected: _____	Comments: _____											
Listing #3: Date inspected: _____	Comments: _____											

Instructions: Select sales within the last six months which are suitable and similar to the subject property and within the same/similar market area.

ITEM	SUBJECT			Comparable Sale #1			Comparable Sale #2			Comparable Sale #3		
Address, City												
MLS #												
Proximity to Subject												
Original List Price	\$			\$			\$			\$		
Final List Price				\$			\$			\$		
Sales Price				\$			\$			\$		
Seller Concessions												
Under Contract Date												
Closing Date												
Days-on-market (DOM) from original list date												
Previous listing history for last 12 months	Orig. List Price \$			Orig. List Price \$			Orig. List Price \$			Orig. List Price \$		
	Last List Price \$			Last List Price \$			Last List Price \$			Last List Price \$		
	DOM:			DOM:			DOM:			DOM:		
Style												
Exterior Finish (Check all that apply)	<input type="checkbox"/> Brick	<input type="checkbox"/> Wood		<input type="checkbox"/> Brick	<input type="checkbox"/> Wood		<input type="checkbox"/> Brick	<input type="checkbox"/> Wood		<input type="checkbox"/> Brick	<input type="checkbox"/> Wood	
	<input type="checkbox"/> Composite	<input type="checkbox"/> Stone		<input type="checkbox"/> Composite	<input type="checkbox"/> Stone		<input type="checkbox"/> Composite	<input type="checkbox"/> Stone		<input type="checkbox"/> Composite	<input type="checkbox"/> Stone	
	<input type="checkbox"/> Aluminum	<input type="checkbox"/> Stucco		<input type="checkbox"/> Aluminum	<input type="checkbox"/> Stucco		<input type="checkbox"/> Aluminum	<input type="checkbox"/> Stucco		<input type="checkbox"/> Aluminum	<input type="checkbox"/> Stucco	
	<input type="checkbox"/> Synthetic Stucco	<input type="checkbox"/> Vinyl		<input type="checkbox"/> Synthetic Stucco	<input type="checkbox"/> Vinyl		<input type="checkbox"/> Synthetic Stucco	<input type="checkbox"/> Vinyl		<input type="checkbox"/> Synthetic Stucco	<input type="checkbox"/> Vinyl	
	<input type="checkbox"/> Hardcoat Stucco			<input type="checkbox"/> Hardcoat Stucco			<input type="checkbox"/> Hardcoat Stucco			<input type="checkbox"/> Hardcoat Stucco		
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
Roof Type (Check all that apply)	<input type="checkbox"/> Composite	<input type="checkbox"/> Slate		<input type="checkbox"/> Composite	<input type="checkbox"/> Slate		<input type="checkbox"/> Composite	<input type="checkbox"/> Slate		<input type="checkbox"/> Composite	<input type="checkbox"/> Slate	
	<input type="checkbox"/> Tar	<input type="checkbox"/> Tile		<input type="checkbox"/> Tar	<input type="checkbox"/> Tile		<input type="checkbox"/> Tar	<input type="checkbox"/> Tile		<input type="checkbox"/> Tar	<input type="checkbox"/> Tile	
	<input type="checkbox"/> Wood shake	<input type="checkbox"/> Tin		<input type="checkbox"/> Wood shake	<input type="checkbox"/> Tin		<input type="checkbox"/> Wood shake	<input type="checkbox"/> Tin		<input type="checkbox"/> Wood shake	<input type="checkbox"/> Tin	
	<input type="checkbox"/> Asphalt shingle	<input type="checkbox"/> Copper		<input type="checkbox"/> Asphalt shingle	<input type="checkbox"/> Copper		<input type="checkbox"/> Asphalt shingle	<input type="checkbox"/> Copper		<input type="checkbox"/> Asphalt shingle	<input type="checkbox"/> Copper	
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
	<input type="checkbox"/> None			<input type="checkbox"/> None			<input type="checkbox"/> None			<input type="checkbox"/> None		
Car Storage/Type (Check all that apply)	<input type="checkbox"/> Garage	<input type="checkbox"/> Attached	# of Cars _____	<input type="checkbox"/> Garage	<input type="checkbox"/> Attached	# of Cars _____	<input type="checkbox"/> Garage	<input type="checkbox"/> Attached	# of Cars _____	<input type="checkbox"/> Garage	<input type="checkbox"/> Attached	# of Cars _____
	<input type="checkbox"/> Detached		_____	<input type="checkbox"/> Detached		_____	<input type="checkbox"/> Detached		_____	<input type="checkbox"/> Detached		_____
	<input type="checkbox"/> Built-in		_____	<input type="checkbox"/> Built-in		_____	<input type="checkbox"/> Built-in		_____	<input type="checkbox"/> Built-in		_____
	<input type="checkbox"/> Carport	<input type="checkbox"/> Attached	_____	<input type="checkbox"/> Carport	<input type="checkbox"/> Attached	_____	<input type="checkbox"/> Carport	<input type="checkbox"/> Attached	_____	<input type="checkbox"/> Carport	<input type="checkbox"/> Attached	_____
	<input type="checkbox"/> Detached		_____	<input type="checkbox"/> Detached		_____	<input type="checkbox"/> Detached		_____	<input type="checkbox"/> Detached		_____
	<input type="checkbox"/> Built-in		_____	<input type="checkbox"/> Built-in		_____	<input type="checkbox"/> Built-in		_____	<input type="checkbox"/> Built-in		_____
<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			
Year Built												
Lot Size												
Appx. Gross Living Area	Sq. Ft			Sq. Ft			Sq. Ft			Sq. Ft		
Above Grade Room Count	Tot.	Brms.	Baths	Tot.	Brms.	Baths	Tot.	Brms.	Baths	Tot.	Brms.	Baths
Basement (Check all that apply)	<input type="checkbox"/> None	<input type="checkbox"/> Partial		<input type="checkbox"/> None	<input type="checkbox"/> Partial		<input type="checkbox"/> None	<input type="checkbox"/> Partial		<input type="checkbox"/> None	<input type="checkbox"/> Partial	
	<input type="checkbox"/> Slab	<input type="checkbox"/> Full		<input type="checkbox"/> Slab	<input type="checkbox"/> Full		<input type="checkbox"/> Slab	<input type="checkbox"/> Full		<input type="checkbox"/> Slab	<input type="checkbox"/> Full	
	<input type="checkbox"/> Crawl Space	<input type="checkbox"/> Walk-out		<input type="checkbox"/> Crawl Space	<input type="checkbox"/> Walk-out		<input type="checkbox"/> Crawl Space	<input type="checkbox"/> Walk-out		<input type="checkbox"/> Crawl Space	<input type="checkbox"/> Walk-out	
Basement Finish												
Attic (Check all that apply)	<input type="checkbox"/> Full	<input type="checkbox"/> Partial		<input type="checkbox"/> Full	<input type="checkbox"/> Partial		<input type="checkbox"/> Full	<input type="checkbox"/> Partial		<input type="checkbox"/> Full	<input type="checkbox"/> Partial	
	<input type="checkbox"/> Crawl Space	<input type="checkbox"/> None		<input type="checkbox"/> Crawl Space	<input type="checkbox"/> None		<input type="checkbox"/> Crawl Space	<input type="checkbox"/> None		<input type="checkbox"/> Crawl Space	<input type="checkbox"/> None	
Attic Access	<input type="checkbox"/> Walkup	<input type="checkbox"/> Hatch		<input type="checkbox"/> Walkup	<input type="checkbox"/> Hatch		<input type="checkbox"/> Walkup	<input type="checkbox"/> Hatch		<input type="checkbox"/> Walkup	<input type="checkbox"/> Hatch	
	<input type="checkbox"/> Pull down steps			<input type="checkbox"/> Pull down steps			<input type="checkbox"/> Pull down steps			<input type="checkbox"/> Pull down steps		
Bonus Room												
Detached Structures (Check all that apply)	<input type="checkbox"/> None	<input type="checkbox"/> Barn		<input type="checkbox"/> None	<input type="checkbox"/> Barn		<input type="checkbox"/> None	<input type="checkbox"/> Barn		<input type="checkbox"/> None	<input type="checkbox"/> Barn	
	<input type="checkbox"/> Guest House	<input type="checkbox"/> Studio		<input type="checkbox"/> Guest House	<input type="checkbox"/> Studio		<input type="checkbox"/> Guest House	<input type="checkbox"/> Studio		<input type="checkbox"/> Guest House	<input type="checkbox"/> Studio	
	<input type="checkbox"/> Pool House	<input type="checkbox"/> Shed		<input type="checkbox"/> Pool House	<input type="checkbox"/> Shed		<input type="checkbox"/> Pool House	<input type="checkbox"/> Shed		<input type="checkbox"/> Pool House	<input type="checkbox"/> Shed	
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
Deck/Patio												
Pool/Spa												
Fireplace(s)												
Water Supply	<input type="checkbox"/> Public	<input type="checkbox"/> Private		<input type="checkbox"/> Public	<input type="checkbox"/> Private		<input type="checkbox"/> Public	<input type="checkbox"/> Private		<input type="checkbox"/> Public	<input type="checkbox"/> Private	
	<input type="checkbox"/> Community	<input type="checkbox"/> Well		<input type="checkbox"/> Community	<input type="checkbox"/> Well		<input type="checkbox"/> Community	<input type="checkbox"/> Well		<input type="checkbox"/> Community	<input type="checkbox"/> Well	
Waste Disposal	<input type="checkbox"/> Septic	<input type="checkbox"/> Sewer		<input type="checkbox"/> Septic	<input type="checkbox"/> Sewer		<input type="checkbox"/> Septic	<input type="checkbox"/> Sewer		<input type="checkbox"/> Septic	<input type="checkbox"/> Sewer	
	<input type="checkbox"/> Cesspool			<input type="checkbox"/> Cesspool			<input type="checkbox"/> Cesspool			<input type="checkbox"/> Cesspool		
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
Type of Air Conditioning (Check all that apply)	<input type="checkbox"/> None	<input type="checkbox"/> Central		<input type="checkbox"/> None	<input type="checkbox"/> Central		<input type="checkbox"/> None	<input type="checkbox"/> Central		<input type="checkbox"/> None	<input type="checkbox"/> Central	
	<input type="checkbox"/> Window/Wall	<input type="checkbox"/> Heat Pump		<input type="checkbox"/> Window/Wall	<input type="checkbox"/> Heat Pump		<input type="checkbox"/> Window/Wall	<input type="checkbox"/> Heat Pump		<input type="checkbox"/> Window/Wall	<input type="checkbox"/> Heat Pump	
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
Type of Heating System (Check all that apply)	<input type="checkbox"/> None	<input type="checkbox"/> Gas		<input type="checkbox"/> None	<input type="checkbox"/> Gas		<input type="checkbox"/> None	<input type="checkbox"/> Gas		<input type="checkbox"/> None	<input type="checkbox"/> Gas	
	<input type="checkbox"/> Propane	<input type="checkbox"/> Electric		<input type="checkbox"/> Propane	<input type="checkbox"/> Electric		<input type="checkbox"/> Propane	<input type="checkbox"/> Electric		<input type="checkbox"/> Propane	<input type="checkbox"/> Electric	
	<input type="checkbox"/> Radiant	<input type="checkbox"/> Oil		<input type="checkbox"/> Radiant	<input type="checkbox"/> Oil		<input type="checkbox"/> Radiant	<input type="checkbox"/> Oil		<input type="checkbox"/> Radiant	<input type="checkbox"/> Oil	
	<input type="checkbox"/> Wood stove	<input type="checkbox"/> Solar		<input type="checkbox"/> Wood stove	<input type="checkbox"/> Solar		<input type="checkbox"/> Wood stove	<input type="checkbox"/> Solar		<input type="checkbox"/> Wood stove	<input type="checkbox"/> Solar	
	<input type="checkbox"/> Base Board	<input type="checkbox"/> Coal		<input type="checkbox"/> Base Board	<input type="checkbox"/> Coal		<input type="checkbox"/> Base Board	<input type="checkbox"/> Coal		<input type="checkbox"/> Base Board	<input type="checkbox"/> Coal	
	<input type="checkbox"/> Heat pump	<input type="checkbox"/> Radiator		<input type="checkbox"/> Heat pump	<input type="checkbox"/> Radiator		<input type="checkbox"/> Heat pump	<input type="checkbox"/> Radiator		<input type="checkbox"/> Heat pump	<input type="checkbox"/> Radiator	
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
	<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:			<input type="checkbox"/> Other:		
Location				<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Lot Characteristics				<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
View				<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Floor Plan Utility				<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Ext. Condition's Appeal				<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Int. Condition's Appeal				<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Overall Rating of Sales as Compared to Subject				<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior	<input type="checkbox"/> Superior	<input type="checkbox"/> Similar	<input type="checkbox"/> Inferior
Sales #1: Inspected? <input type="checkbox"/> Yes <input type="checkbox"/> No	Comments:											
Sales #2: Inspected? <input type="checkbox"/> Yes <input type="checkbox"/> No	Comments:											
Sales #3: Inspected? <input type="checkbox"/> Yes <input type="checkbox"/> No	Comments:											

MOST LIKELY BUYER(S)	Check all that apply: <input type="checkbox"/> Local Buyer <input type="checkbox"/> Transferee <input type="checkbox"/> International Buyer <input type="checkbox"/> First-time Homebuyer <input type="checkbox"/> Second-home Buyer <input type="checkbox"/> Empty Nester <input type="checkbox"/> Military <input type="checkbox"/> Parent Purchaser for Child <input type="checkbox"/> Move-up Homebuyer <input type="checkbox"/> Investor <input type="checkbox"/> Dual-income <input type="checkbox"/> Other: _____	
MARKETING STRATEGY	What are the three - five challenges to getting this property sold?	
	1.	
	2.	
	3.	
	4.	
	5.	
	What are the three - five actions necessary to address the challenges identified above?	
	1.	
	2.	
	3.	
4.		
5.		
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.		
Additional Comments:		
VALUE ANALYSIS	Most Likely Sales Price (MLSP): \$ _____ Suggested List Price (SLP): \$ _____	
	The MLSP is based on "as is" condition and a marketing time not to exceed _____ days to a contract of sale. (# of days)	
SIGNATURES	File #:	Real Estate Firm:
	Real Estate Firm Tax ID #:	Date of Inspection:
	Contact Name:	Agent Preparer Name:
	Contact Signature:	Agent Preparer Signature: