

Comparative Market Analysis

Item

ITEMS SCHEDULE

1	OWNER & PROPERTY	Owner Name/s: Property Address: Phone: Fax: Mobile: Email:																																																				
2	PRESENT LISTINGS (Listed in last 2 months)	Address	Description	Age	Area/Size	Price																																																
3	SOLD PROPERTIES (Sold in last 3 months)	Address	Description	Age	Area/Size	Price																																																
4	OLDER LISTINGS (Listed but not sold in last 3 months)	Address	Description	Age	Area/Size	Price																																																
5	PROPERTY ASSESSMENT	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th colspan="2" style="text-align: center;">BUYER APPEAL</th> <th colspan="2" style="text-align: center;">LISTING POTENTIAL</th> </tr> </thead> <tbody> <tr> <td colspan="4" style="text-align: center;"><i>Allocate a maximum of 10 points for each item. (1 being worst and 10 being best)</i></td> </tr> <tr> <td style="width: 50%;">View</td> <td style="width: 50%;">Degree of Urgency to Sell</td> <td style="width: 50%;"></td> <td style="width: 50%;"></td> </tr> <tr> <td>Location</td> <td>No. of Times the Property has been Listed</td> <td></td> <td></td> </tr> <tr> <td>General Presentation (inc. yard)</td> <td>Owner's Commitment to sell</td> <td></td> <td></td> </tr> <tr> <td>Paint Condition (5 pts for Int., 5 pts for Ext.)</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Priced Realistically</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Air Conditioned</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Balcony/Deck/Patio</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Addition Features (eg. Swimming Pool)</td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td style="text-align: right;">TOTAL</td> <td style="text-align: center;">70</td> <td style="text-align: right;">TOTAL</td> <td style="text-align: center;">70</td> </tr> </tbody> </table> Advantages: Market Conditions (Local): Max. Possible Market Price: \$ Est. of Final Sale Price: \$					BUYER APPEAL		LISTING POTENTIAL		<i>Allocate a maximum of 10 points for each item. (1 being worst and 10 being best)</i>				View	Degree of Urgency to Sell			Location	No. of Times the Property has been Listed			General Presentation (inc. yard)	Owner's Commitment to sell			Paint Condition (5 pts for Int., 5 pts for Ext.)				Priced Realistically				Air Conditioned				Balcony/Deck/Patio				Addition Features (eg. Swimming Pool)								TOTAL	70	TOTAL	70
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7	SIGNATURE	Signature of Agent: Date:																																																				