

HOW WELL WILL IT SELL?

A Do It Yourself Guide to Predicting How Well Your Property Will Sell

A) CONDITION: How well does your property meet the following criteria:

- | | |
|---|------------|
| 1) Your property has better than average curb appeal | 6 points |
| 2) Your interior is light, bright, and clean | 6 points |
| 3) Your rooms are uncluttered and look as large as possible | 6 points |
| 4) Your decorating is attractive and neutral | 6 points |
| 5) You are offering a Buyer's Home Warranty package | 3 points |
| 6) You don't have any pets | 3 points |
| 7) Your home is free of any unpleasant odors | 6 |
| 8) Your floor plan is not convenient or non-conforming | points |
| 9) Your home is in substandard condition for the area | -10 points |
| 10) Your home is older and is in need of updating | -10 points |
| | -10 points |

POINTS FOR CONDITION:

B) LOCATION: How well does your property rate in regards to location:

- | | |
|---|------------|
| 1) Your home is in a prestigious neighborhood | 6 points |
| 2) Your home has great curb appeal | 4 points |
| 3) Your home offers an excellent view | 6 points |
| 4) Your area has excellent schools | 8 points |
| 5) Your neighborhood is above average for price range | 6 points |
| 6) Close proximity to shopping | 2 points |
| 7) You live in a covenant controlled subdivision | 4 points |
| 8) Your neighborhood has clubhouse, pool, tennis courts | 4 points |
| 9) You are in close proximity to noise, traffic, commercial | -15 points |

POINTS FOR LOCATION:



C) PRICE: How well does your property compare to properties similar to it:

- | | |
|--|------------|
| 1) Your home is priced lower than any of the others | 40 points |
| 2) Your home is in the lower 20% compared to others | 25 points |
| 3) Your home is in the lower 21-50% compared to others | 10 points |
| 4) Your home is in the top 51-80% price range | 0 points |
| 5) Your home is in the top 81-100% price range | -25 points |

POINTS FOR PRICE: _____

HOW WELL WILL IT SELL CALCULATOR:

60 Points or Less

Your home has an extremely difficult time selling at the price you're asking. You will need to make adjustments in order to get your home sold.

70-80 Points

Your home has a difficult time selling and may need price reductions.

80-90 Points

Your home has an average chance of selling, but may take longer than other homes in the area.

90-100 Points

Your home has a good chance of selling and should sell quickly.

100 or More Points

You've done everything right, start packing and call the movers!

Note: Depending on market conditions, your home may or may not follow the above listed guidelines. In a seller's market, homes that score low may still sell quickly. In a buyer's market, even the homes that score high may take longer than expected to sell.

The goal of this seller' guide is to let homeowners know what is necessary for them to do in order to have the best chance of selling their home in the least amount of time and for the best price.

