

The following is the assessment we complete prior to entering into a listing agreement. We will only suggest improvements when we know we can sell your property for more money or in a shorter period of time with them.

1. The First Impression:\_\_\_\_\_
2. Landscaping(front and back)\_\_\_\_\_
3. Paint(interior/exterior)\_\_\_\_\_
4. Furnishings\_\_\_\_\_
5. Layout of Interior\_\_\_\_\_
6. Condition inside:\_\_\_\_\_
7. Ease of Access:\_\_\_\_\_
8. Condition outside:\_\_\_\_\_
9. Best Selling Feature:\_\_\_\_\_
- 10.Secondary Selling Feature:\_\_\_\_\_
- 11.Biggest Objection:\_\_\_\_\_
- 12.Secondary Objection:\_\_\_\_\_
- 13.Improvement Ideas:\_\_\_\_\_
- 14.Staging Ideas:\_\_\_\_\_
- 15.Pre-Inspection Required?\_\_\_\_\_
- 16.Neighboring Properties\_\_\_\_\_
- 17.Areas that need attention\_\_\_\_\_
- 18.Financing Availability\_\_\_\_\_