

Am I really ready to Sell?

Home Owner Scorecard (Is my home ready to sell?)



CONDITION

- 5: Pristine. Shows like a model. New mechanics.
- 4: Very clean. Well-appointed. No deferred maintenance.
- 3: Average condition.
- 2: Dirty or cluttered. Older mechanics.
- 1: Poor condition. Hazardous items. Requires maintenance.

CONDITION SCORE: _____

SELLER'S MOTIVATION

- 5: Seller must move quickly. Has definite date in mind. Has equity position or will write a check at closing.
- 4: Must sell quickly. Will pay closing costs for the buyer, carry the cost of financing or write a check at closing.
- 3: Will sell at a reasonable price and pay closing costs.
- 2: Negative equity position.
- 1: Just speculating. Let's see if you can get my price.

MOTIVATION SCORE: _____

PRICE

- 5: Priced at least 5% below comparable solds.
- 4: Priced slightly below comparable solds.
- 3: Priced similar to comparable solds.
- 2: Priced slightly above comparable solds.
- 1: Priced more than 5% above comparable solds.

PRICING SCORE: _____

TOTAL SCORE: _____

11-15 = **SOLD!**

7-11 = A Challenge...can I improve any of these?

0-6 = Am I really ready to sell my home now?

