

Date: \_\_\_\_\_ Owner: \_\_\_\_\_

Address: \_\_\_\_\_

Prepared by: \_\_\_\_\_

<b>EXPECTATION SCORE</b>	<b>SCORE</b>
Has reasonable expectations and just wants to get out of their situation.	10
May not be reasonable but may be persuaded that they need to lower price over time.	7-9
Is unreasonable about price but understands that property may take longer to sell.	4-6
Is not at all flexible about value and wants property sold quickly.	1-3

<b>MOTIVATION</b>	<b>SCORE</b>
Is motivated and wants to do whatever they can to get out of their situation.	10
Is motivated but is unsure if selling is the best option; still wants to list.	7-9
Is only partially motivated and does not know if they really need to sell.	4-6
Is not motivated but wants to see what they can get for their property.	1-3

<b>COOPERATION</b>	<b>SCORE</b>
Is very cooperative and will provide whatever requested to help you succeed at selling their property.	10
Is cooperative but may need to get a comfort level with you.	7-9
Less cooperative and less likely to do what is needed to market the property.	4-6
Non-cooperative but still wants to sell.	1-3

<b>COMMUNICATION</b>	<b>SCORE</b>
Is easy to communicate with and provides you with honest answers.	10
Is easy to communicate with but you believe there may be something you don't know.	7-9
Is less easy to communicate with and is likely to be unavailable.	4-6
Not easy to communicate with but still wants to sell.	1-3

GRAND TOTAL = \_\_\_\_\_

**SUGGESTIONS**

- 30 to 40 Pursue listing.
- 20 to 29 Pursue listing with caution and be prepared to resign if necessary.
- 10 to 19 Not recommended that listing is pursued.
- Under 10 Avoid listing.