

Worldwide ERC® Broker's Market Analysis and Strategy Report

Purpose: This report is designed to enable the real estate broker to conduct a diligent analysis of the subject property's condition, competition, and future marketability. Based on this analysis, the broker is to estimate the subject property's Most Likely Sales Price.

This is <u>not</u> a home inspection. Nor is this an appraisal; this comparative market analysis has not been performed in accordance with the Uniform Standards of Professional Appraisal Practice. It is not to be construed as an appraisal and may not be used as such for any purpose. Preparers of this form need to be aware of any state-specific disclosure requirements and include them in this form as appropriate.

Procedural Guidelines: For procedures on contacting homeowner, inspecting property, submitting report, and providing photos, follow the requesting company's guidelines. The Most Likely Sales Price (MLSP) is based on "as is" condition and a marketing time not to exceed 120 days to a contract of sale or as directed by the client

the cli	ines. The Most Likely Sales Price (MLSP) is based off as is condition and ent.	a marketing time not to exceed	120 days to a contract of sale	or as directed by			
7	File #:	Homeown	ner(s):				
<u>Ö</u>	Property Address:	Home Pho	Home Phone #:				
IAT	City, State, Zip:	Work Pho	ne #:				
ASSIGNMENT INFORMATION	BMA Requested by (Co. & Contact):	e-mail:					
Ы	Requesting Co. Address:	Phone #:					
	City, State, Zip:	Fax #:					
Z	Real Estate Firm:						
IME	Contact Name:	e-mail:					
GN	Real Estate Firm Address:	Phone #:					
SSI	City, State, Zip:	Fax #:					
Ä	Agent Preparer:	Phone #:	Phone #:				
	Homeowner's purchase price: \$	Date purcl	hased:				
N	Improvements made by homeowner if any:						
Œ							
MA	Is the subject currently listed? □ Yes □ No Listing	Company/Agent:					
OR	Form of Ownership: Fee Simple Leasehold	Occupant: Home	owner Tenant	□ Vacant			
N-	Type: □ Condo Coop PUD Single Family		House Modular	Mobile Home			
Ë	□ Other:						
Œ	Indicate any personal property that remains (e.g., refrigerator, range, etc.	b):					
SUBJECT INFORMATION							
S							
	Cubicata location type:	Distant suburban = P)urol = Form	- Poport			
	Subject's location type: Urban Suburban Lot Characteristics: positive/negative (explain):	Distant suburban □ R	Rural 🗆 Farm	□ Resort			
	Lot Onaracteristics. positive/negative (explain).						
	Subject's view: positive/negative (explain):						
	Locational issues of which you are aware that may affect the insurability of the property:						
	Locational issues of which you are aware that may affect the insurability of the property.						
ST LOCATION							
ATI	Site Characteristics of which you are aware (check all that apply):						
0C	□ Private Street Access □ Private Street Maintenance	□ Gated	□ Alley				
	□ Easements/Encroachments □ Sidewalk □ Paved Street Surface □ Paved Driveway Surface	□ Curbs/Gutters	□ Street L	ghting			
EC.	Miscellaneous of which you are aware (check all that apply):						
SUBJEC		cess acreage or land	□ Mobile homes/trailer p	oark nearby			
SU	☐ Subject located on or near designated environmental sites ☐ Lo	cation next to agricultural area	□ Close proximity to host	spital/firehouse, etc.			
		bject located near railroad tracks					
		cation in flood plain operty located on corner lot	 □ Location in earthquak □ Access to subject pro 				
		cation next to industrial area	□ Located on airport flig				
	□ Additional Comments:						
	Check all other items of which you are aware that may affect the market	ability or value of the subject pro	onerty and comment helow:				
	□ Style of home not typical for the area □ Subject is over i		Subject is under improved				
			□ Steep driveway				
S							
SNO	□ Proposed land use change □ Little sales activ	ity in area or price range	Estimated time to sell is more	than 120 days			
NEOUS	 □ Proposed land use change □ Proposed or pending assessments □ Property taxes r 	ity in area or price range cot typical for area	□ HOA has first right of refusal	e than 120 days			
.LANEOUS	□ Proposed land use change □ Little sales activ □ Proposed or pending assessments □ Property taxes r □ HOA does not allow "for sale" signs on property □ HOA fees not ty	ity in area or price range cot typical for area		e than 120 days			
SELLANEOUS	 □ Proposed land use change □ Proposed or pending assessments □ Property taxes r 	ity in area or price range cot typical for area	□ HOA has first right of refusal	e than 120 days			
NISCELLANEOUS	□ Proposed land use change □ Little sales activ □ Proposed or pending assessments □ Property taxes r □ HOA does not allow "for sale" signs on property □ HOA fees not ty	ity in area or price range cot typical for area	□ HOA has first right of refusal	e than 120 days			
MISCELLANEOUS	□ Proposed land use change □ Little sales activ □ Proposed or pending assessments □ Property taxes r □ HOA does not allow "for sale" signs on property □ HOA fees not ty	ity in area or price range cot typical for area	□ HOA has first right of refusal	e than 120 days			

	Property Condition						
For all the following of which you are aware or observe in viewing the property, check the appropriate box(es) and describe:							
□ Décor of home is personalized or dated:							
□ Incomplete construction:							
□ Evidence of past or present water damage:							
	☐ Cracks or stains on walls, floors, or ce	eilings:					
	☐ Oil tank (abandoned):						
	□ Oil tank (in use):□ Underground storage tank (abandone)	2d).					
	☐ Underground storage tank (abandone ☐ Underground storage tank (in use):	;u).					
	☐ Synthetic stucco:						
	☐ Suspected structural problems:						
	□ Evidence of odor:						
	□ Evidence of pet damage:						
	□ Evidence of deferred maintenance:						
	Additional Comments:						
	7 Idamondi Commone						
	Recommended Repairs and Improve	ments					
	Interior Items	R&I Est	imates				
SUBJECT CONDITION	□ Paint	Estimated cost per item: \$	Comment:				
ĭ	□ Flooring	Estimated cost per item: \$	Comment:				
	□ Wall paper removal	Estimated cost per item: \$	Comment:				
Ó	□ Appliances	Estimated cost per item: \$	Comment:				
ပ	□ Cabinets	Estimated cost per item: \$	Comment:				
5	□ Light fixtures	Estimated cost per item: \$	Comment:				
삇	□ Countertops	Estimated cost per item: \$	Comment:				
B	□ Bathroom fixtures	Estimated cost per item: \$	Comment:				
S	□ Other:	Estimated cost per item: \$	Comment:				
	□ Other:	Estimated cost per item: \$	Comment:				
	□ Other:	Estimated cost per item: \$	Comment:				
	Total Estimated Cost for In	terior Repairs \$					
	Exterior Items		timates				
	□ Landscaping	Estimated cost per item: \$	Comment:				
	□ Paint	Estimated cost per item: \$	Comment:				
	□ Driveway/walkway	Estimated cost per item: \$	Comment:				
	□ Porch/deck	Estimated cost per item: \$	Comment: Comment:				
	□ Pool	Estimated cost per item: \$					
	□ Spa □ Gutters	Estimated cost per item :\$ Estimated cost per item: \$	Comment: Comment:				
	□ Siding	Estimated cost per item: \$	Comment:				
		Estimated cost per item: \$	Comment:				
	Roof	Estimated cost per item: \$	Comment:				
	□ Detached structures	Estimated cost per item: \$	Comment:				
	□ Debris removal	Estimated cost per item: \$	Comment:				
	□ Windows and screens	Estimated cost per item: \$	Comment:				
	□ Other:	Estimated cost per item: \$	Comment:				
	□ Other:	Estimated cost per item: \$	Comment:				
	□ Other:	Estimated cost per item: \$	Comment:				
	Total Estimated Cost for Ex	•					
		·					
		ially recommended inspections (e.g., i	municipal, certificate of occupancy, environmental, etc.):				
	Required:						
	Customary:						
S							
8							
S	Additionally recommended for the subje						
2							
SC							
Ĕ							
<u>S</u>							
Ó	Subject property issues of which you are	a aware that may affect incurability of	the cubicct property.				
E	Subject property issues of which you are	e aware mai may affect insurability of	the Subject property:				
INSPECTIONS/DISCLOSURES							
SF							
\leq							
	List all required disclosures:	-					
	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1						

ITEM	SUBJECT	Competing Listing #1	Competing Listing #2	Competing Listing #3
Address, City				
Current MLS #				
Proximity to Subject				
Original List Price	\$	\$	\$	\$
Current List Price Seller Concessions	\$	\$	\$	\$
Last Price Change Date				
Days-on-market (DOM) from original list date				
Previous listing history for last 12 months	Orig. List Price \$ Last List Price \$ DOM:	Orig. List Price \$ Last List Price \$ DOM:	Orig. List Price \$ Last List Price \$ DOM:	Orig. List Price \$ Last List Price \$ DOM:
Style				
Exterior Finish (Check all that apply)	□ Brick □ Wood □ Composite □ Stone □ Aluminum □ Stucco □ Synthetic Stucco □ Vinyl □ Hardcoat Stucco □ Other:	□ Brick □ Wood □ Composite □ Stone □ Aluminum □ Stucco □ Synthetic Stucco □ Vinyl □ Hardcoat Stucco □ Other:	□ Brick □ Wood □ Composite □ Stone □ Aluminum □ Stucco □ Synthetic Stucco □ Vinyl □ Hardcoat Stucco □ Other:	□ Brick □ Wood □ Composite □ Stone □ Aluminum □ Stucco □ Synthetic Stucco □ Vinyl □ Hardcoat Stucco □ Other:
Roof Type (Check all that apply)	□ Composite □ Slate □ Tar □ Tile □ Wood shake □ Tin □ Asphalt shingle □ Copper □ Other:	□ Composite □ Slate □ Tar □ Tile □ Wood shake □ Tin □ Asphalt shingle □ Copper □ Other:	□ Composite □ Slate □ Tar □ Tile □ Wood shake □ Tin □ Asphalt shingle □ Copper □ Other:	□ Composite □ Slate □ Tar □ Tile □ Wood shake □ Tin □ Asphalt shingle □ Copper □ Other:
Car Storage/Type (Check all that apply)	□ None # of Cars □ Garage □ Attached □ Detached □ Built-in □ Carport □ Attached □ Detached □ Detached □ Built-in □ Other:	□ None # of Cars □ Garage □ Attached □ Detached □ Built-in □ Carport □ Attached □ Detached □ Detached □ Detached □ Built-in □ Other:	□ None # of Cars □ Garage □ Attached □ Detached □ Built-in □ Carport □ Attached □ Detached □ Detached □ Built-in □ Other:	□ None # of Cars □ Garage □ Attached □ Detached □ Built-in □ Carport □ Attached □ Detached □ Built-in □ Other:
Year Built				
Lot Size Appx. Gross Living Area	Sq. Ft	Sq. Ft	Sq. Ft	Sq. Ft
	Tot Brms. Baths	Tot. Brms. Baths	Tot. Brms. Baths	Tot. Brms. Baths
Above Grade Room Count Basement	□ None □ Partial	□ None □ Partial	□ None □ Partial	□ None □ Partial
(Check all that apply)	☐ Slab ☐ Full ☐ Crawl Space Walk-out	□ Slab□ Full□ Crawl SpaceWalk-out	☐ Slab ☐ Full ☐ Crawl Space Walk-out	□ Slab □ Full □ Crawl Space Walk-out
Basement Finish	□ Crawi Space ••••••••••••••••••••••••••••••••••••	□ Crawi Space •••ain-out	□ Clawl Space Walk-Out	- Crawi Space Waik-out
Attic (Check all that apply)	□ None □ Partial	□ None □ Partial	□ None □ Partial	□ None □ Partial
Attic (Check all that apply)	□ Crawl Space □ Full	□ Crawl Space □ Full	□ Crawl Space □ Full	□ Crawl Space □ Full
Attic Access	□ Walkup□ Hatch□ Pull down steps	□ Walkup□ Hatch□ Pull down steps	□ Walkup□ Hatch□ Pull down steps	□ Walkup□ Hatch□ Pull down steps
Bonus Room	= 1 dii down stops	□ r un uoviri stops	E i dii down stops	a r un down stops
Detached Structures (Check all that apply)	□ None □ Barn □ Guest House □ Studio □ Pool House □ Shed □ Other:	□ None □ Barn □ Guest House □ Studio □ Pool House □ Shed □ Other:	□ None □ Barn □ Guest House □ Studio □ Pool House □ Shed □ Other:	□ None □ Barn □ Guest House □ Studio □ Pool House □ Shed □ Other:
Deck/Patio				
Pool/Spa Fireplace(s)				
•	□ Public □ Private	□ Public □ Private	□ Public □ Private	□ Public □ Private
Water Supply	□ Community □ Well □ Septic □ Sewer	□ Community □ Well □ Septic □ Sewer	□ Community □ Well □ Septic □ Sewer	□ Community □ Well □ Septic □ Sewer
Waste Disposal	☐ Cesspool ☐ Other: ☐ None ☐ Central	□ Cesspool □ Other: □ None □ Central	□ Cesspool □ Other: □ None □ Central	□ Cesspool □ Other: □ None □ Central
Type of Air Conditioning (Check all that apply)	□ Window/Wall □ Heat Pump □ Other:	☐ Window/Wall ☐ Heat Pump ☐ Other:	☐ Window/Wall ☐ Heat Pump ☐ Other:	□ Window/Wall □ Heat Pump □ Other:
Type of Heating System (Check all that apply)	□ None □ Gas □ Propane □ Electric □ Radiant □ Oil □ Wood stove □ Solar □ Base Board □ Coal □ Heat pump □ Radiator □ Other:	□ None □ Gas □ Propane □ Electric □ Radiant □ Oil □ Wood stove □ Solar □ Base Board □ Coal □ Heat pump □ Radiator □ Other:	□ None □ Gas □ Propane □ Electric □ Radiant □ Oil □ Wood stove □ Solar □ Base Board □ Coal □ Heat pump □ Radiator □ Other:	□ None □ Gas □ Propane □ Electric □ Radiant □ Oil □ Wood stove □ Solar □ Base Board □ Coal □ Heat pump □ Radiator □ Other:
Location		□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior
Lot Characteristics		□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior
View		□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior
Floor Plan Utility		□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior
Ext. Condition's Appeal		□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior
Int. Condition's Appeal		□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior
Overall Rating of Listings as		□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior	□ Superior □ Similar □ Inferior
Compared to Subject Listing #1: Date inspected:	Comments:			
Listing #2: Date inspected:	Comments:			
Listing #3: Date inspected:	Comments:			

Proximity to Subject Original List Price Final List Price Sales Price Seller Concessions Under Contract Date Closing Date Days-on-market (DOM) from original list date Orig. List Price \$ Orig. List Price \$ Orig. List Price \$ Orig. List Price \$ Previous listing history for last Last List Price \$ Last List Price \$ Last List Price \$ Last List Price \$ 12 months DOM: DOM: DOM: DOM: □ Brick □ Wood □ Brick □ Wood □ Brick □ Wood □ Brick □ Wood □ Composite □ Stone □ Composite □ Stone □ Composite □ Stone □ Composite □ Stone Exterior Finish □ Aluminum $\quad \square \; Stucco$ □ Aluminum □ Stucco □ Aluminum □ Stucco □ Aluminum □ Stucco □ Synthetic Stucco □ Vinyl □ Synthetic Stucco □ Vinyl (Check all that apply) □ Synthetic Stucco □ Vinyl $\hfill\Box$ Synthetic Stucco $\hfill\Box$ Vinyl □ Hardcoat Stucco □ Hardcoat Stucco □ Hardcoat Stucco □ Hardcoat Stucco □ Other: □ Other: □ Other: □ Other: □ Composite □ Slate □ Composite □ Slate □ Composite □ Slate □ Slate □ Composite $\quad \square \; Tar$ $\quad \square \text{ Tile}$ $\quad \square \; Tar$ □ Tile $\quad \square \; Tar$ $\quad \square \text{ Tile}$ $\quad \square \; Tar$ □ Tile Roof Type □ Wood shake □ Wood shake □ Wood shake □ Wood shake □ Tin □ Tin □ Tin □ Tin (Check all that apply) □ Asphalt shingle □ Asphalt shingle □ Asphalt shingle □ Asphalt shingle □ Copper □ Copper □ Copper □ Copper □ Other: □ Other: □ Other: □ Other: □ None □ None □ None □ None # of Cars # of Car # of Car # of Car □ Garage □ Attached □ Garage □ Attached □ Garage □ Attached □ Garage □ Attached □ Detached □ Detached □ Detached □ Detached Car Storage/Type (Check all that apply) □ Built-in □ Built-in □ Built-in □ Built-in □ Carport □ Attached □ Carport □ Attached □ Carport □ Attached □ Carport □ Attached □ Built-in □ Built-in □ Built-in □ Built-in □ Other: □ Other: □ Other: □ Other: Year Built Lot Size Appx. Gross Living Area Sq. Ft Sq. Ft Sq. Ft Sq. Ft

Instructions: Select sales within the last six months which are suitable and similar to the subject property and within the same/similar market area.

Comparable Sale #1

Comparable Sale #2

Comparable Sale #3

SUBJECT

ITEM

Address, City

MIS#

COMPARABLE SALES

Above Grade Room Count	lot.	Brms.	Baths	l ot.	Brms.	Baths	l ot.	Brms.	Baths	Tot.	Brms.	Baths
Basement (Check all that apply)	□ None □ Slab □ Crawl S	pace	□ Partial □ Full Walk-out	□ None □ Slab □ Crawl S	pace	□ Partial □ Full Walk-out	□ None □ Slab □ Crawl S	Space	□Partial Full Walk-out	□ None □ Slab □ Crawl S	pace	□ Partial □ Full Walk-out
Basement Finish												
Attic (Check all that apply)	□ Full □ Crawl S	pace	□ Partial□ None	□ Full □ Crawl S	pace	□ Partial□ None	□ Full □ Crawl S	Space	□ Partial□ None	□ Full □ Crawl S	pace	□ Partial□ None
Attic Access	□ Walkup□ Pull dow	n steps	□ Hatch	□ Walkup □ Pull dov	vn steps	□ Hatch	□ Walkup □ Pull dov		□ Hatch	□ Walkup □ Pull dov	vn steps	□ Hatch
Bonus Room		'						'				
Detached Structures (Check all that apply)	□ None □ Guest H □ Pool Ho □ Other:		□ Barn □ Studio □ Shed	□ None □ Guest F □ Pool Ho □ Other:		□ Barn □ Studio □ Shed	□ None □ Guest H □ Pool Ho □ Other:		□ Barn □ Studio □ Shed	□ None □ Guest F □ Pool Ho □ Other:		□ Barn □ Studio □ Shed
Deck/Patio												
Pool/Spa												
Fireplace(s)												
Water Supply	□ Public□ Commu		⊐ Private ⊐ Well	□ Public□ Commu		□ Private □ Well	□ Public □ Commu		□ Private□ Well	□ Public□ Commu		□ Private □ Well
Waste Disposal	□ Septic□ Cesspoo□ Other:		⊐ Sewer	□ Septic□ Cesspo□ Other:		□ Sewer	□ Septic□ Cesspo□ Other:		□ Sewer	□ Septic□ Cesspo□ Other:		□ Sewer
Type of Air Conditioning (Check all that apply)	□ None□ Window□ Other:		Central Heat Pump	□ None□ Window□ Other:		: Central : Heat Pump	□ None□ Windov□ Other:		Central Heat Pump	□ None□ Window□ Other:		Central Heat Pump
Type of Heating System (Check all that apply)	□ None □ Propane □ Radiant □ Wood st □ Base Bo □ Heat pu □ Other:	e tove pard	□ Gas □ Electric □ Oil □ Solar □ Coal □ Radiator	□ None □ Propane □ Radiant □ Wood s □ Base Be □ Heat pu □ Other:	e tove pard	□ Gas □ Electric □ Oil □ Solar □ Coal □ Radiator	□ None □ Propan □ Radian □ Wood s □ Base B □ Heat pu	e t stove oard	□ Gas □ Electric □ Oil □ Solar □ Coal □ Radiator	□ None □ Propane □ Radiant □ Wood s □ Base Be □ Heat pu □ Other:	e tove pard	□ Gas□ Electric□ Oil□ Solar□ Coal□ Radiator
Location				□ Superior	□ Similar	□ Inferior	□ Superior	□ Similar	□ Inferior	□ Superior	□ Similar	□ Inferior
Lot Characteristics				□ Superior	□ Similar	□ Inferior	□ Superior	□ Similar	□ Inferior	□ Superior	□ Similar	□ Inferior
View				□ Superior	□ Similar	□ Inferior	□ Superior	□ Similar	□ Inferior	□ Superior	□ Similar	□ Inferior
Floor Plan Utility				□ Superior	□ Similar		□ Superior		□ Inferior	□ Superior	□ Similar	□ Inferior
Ext. Condition's Appeal				□ Superior	□ Similar		□ Superior			□ Superior	□ Similar	
Int. Condition's Appeal				□ Superior	□ Similar		□ Superior			□ Superior	□ Similar	
Overall Rating of Listings as Compared to Sale				□ Superior				□ Similar		□ Superior		
Sales #1: Inspected? □ Yes □	No Comn	nents:										
Sales #2: Inspected? □ Yes □	No Comn	nents:										
Sales #3: Inspected? □ Yes □	No Comn	nents:										
7/2009				_	-	orldwide ER0 2/31/2020	C®					Page 5 of 6

	Check all that apply:							
MOST LIKELY BUYER(S)	□ Local Buyer	□ Transferee	□ International Buyer	□ First-time Homebuyer	□ Second-home Buyer			
	□ Empty Nester	□ Military	□ Parent Purchaser for Child	□ Move-up Homebuyer	□ Investor			
	□ Dual-income	□ Other:						
	What are the three - five challenges to getting this property sold?							
	1.							
	2.							
	3.							
	4.							
	5.							
	What are the three -	five actions necessa	ary to address the challenges identi	fied above?				
	1.							
λS	2.							
RATEC	3.							
GSTF	4.							
MARKETING STRATEGY	5.							
MAR	What are the top five	creative ideas you	will use in marketing this property k	keeping in mind the challenges a	and actions identified above?			
	1.							
	2.							
	3.							
	4.							
	5.							
	Additional Comments	S:						
UE YSIS	Most Likely Sales F	Price (MLSP): \$		Suggested List Price (SL	.P): \$			
VALUE ANALYSIS	The MLSP is based of	on "as is" condition	and a marketing time not to exceed	days to a contract (# of days)	of sale.			
S	File #:			Real Estate Firm:				
URE	Real Estate Firm Tax	(ID #:		Date of Inspection:				
SIGNATURES	Contact Name:			Agent Preparer Name:				
SIG	Contact Signature:			Agent Preparer Signature:				