



Worldwide ERC® Broker's Market Analysis and Strategy Report

<p>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.</p> <p>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.</p> <p>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.</p>		
ASSIGNMENT INFORMATION	File #:	Homeowner(s):
	Property Address:	Home Phone #:
	City, State, Zip:	Work Phone #:
	BMA Requested by (Co. & Contact):	e-mail:
	Requesting Co. Address:	Phone #:
	City, State, Zip:	Fax #:
	Real Estate Firm:	
	Contact Name:	e-mail:
	Real Estate Firm Address:	Phone #:
	City, State, Zip:	Fax #:
	Agent Preparer:	Phone #:
	SUBJECT INFORMATION	Homeowner's purchase price: \$
Date purchased:		
Improvements made by homeowner if any:		
Is the subject currently listed? <input type="checkbox"/> Yes <input type="checkbox"/> No		
Listing Company/Agent:		
Form of Ownership: <input type="checkbox"/> Fee Simple <input type="checkbox"/> Leasehold		
SUBJECT LOCATION	Occupant: <input type="checkbox"/> Homeowner <input type="checkbox"/> Tenant <input type="checkbox"/> Vacant	
	Type: <input type="checkbox"/> Condo <input type="checkbox"/> Coop <input type="checkbox"/> PUD <input type="checkbox"/> Single Family <input type="checkbox"/> Mixed Use <input type="checkbox"/> Town House <input type="checkbox"/> Modular <input type="checkbox"/> Mobile Home	
	<input type="checkbox"/> Other:	
	Indicate any personal property that remains (e.g., refrigerator, range, etc):	
	Subject's location type: <input type="checkbox"/> Urban <input type="checkbox"/> Suburban <input type="checkbox"/> Distant suburban <input type="checkbox"/> Rural <input type="checkbox"/> Farm <input type="checkbox"/> Resort	
	Lot Characteristics: positive/negative (explain):	
	Subject's view: positive/negative (explain):	
	Locational issues of which you are aware that may affect the insurability of the property:	
	Site Characteristics of which you are aware (check all that apply):	
	<div><div><input type="checkbox"/> Private Street Access</div><div><input type="checkbox"/> Private Street Maintenance</div><div><input type="checkbox"/> Gated</div><div><input type="checkbox"/> Alley</div><div><input type="checkbox"/> Easements/Encroachments</div><div><input type="checkbox"/> Sidewalk</div><div><input type="checkbox"/> Curbs/Gutters</div><div><input type="checkbox"/> Street Lighting</div><div><input type="checkbox"/> Paved Street Surface</div><div><input type="checkbox"/> Paved Driveway Surface</div></div>	
Miscellaneous of which you are aware (check all that apply):		
<div><div><input type="checkbox"/> Maintenance issues with neighboring properties</div><div><input type="checkbox"/> Excess acreage or land</div><div><input type="checkbox"/> Mobile homes/trailer park nearby</div><div><input type="checkbox"/> Subject located on or near designated environmental sites</div><div><input type="checkbox"/> Location next to agricultural area</div><div><input type="checkbox"/> Close proximity to hospital/firehouse, etc.</div><div><input type="checkbox"/> Neighborhood has restrictive covenants</div><div><input type="checkbox"/> Subject located near railroad tracks</div><div><input type="checkbox"/> Audible street or highway noise present</div><div><input type="checkbox"/> Located on or backs up to busy/main street</div><div><input type="checkbox"/> Location in flood plain</div><div><input type="checkbox"/> Location in earthquake zone</div><div><input type="checkbox"/> Location next to school or public park</div><div><input type="checkbox"/> Property located on corner lot</div><div><input type="checkbox"/> Access to subject property</div><div><input type="checkbox"/> Location near/in view of power lines/water towers/ radio towers</div><div><input type="checkbox"/> Location next to industrial area</div><div><input type="checkbox"/> Located on airport flight path</div><div><input type="checkbox"/> Additional Comments:</div></div>		
MISCELLANEOUS	Check all other items of which you are aware that may affect the marketability or value of the subject property and comment below:	
	<div><div><input type="checkbox"/> Style of home not typical for the area</div><div><input type="checkbox"/> Subject is over improved</div><div><input type="checkbox"/> Subject is under improved</div><div><input type="checkbox"/> Inadequate parking</div><div><input type="checkbox"/> Functional obsolescence</div><div><input type="checkbox"/> Steep driveway</div><div><input type="checkbox"/> Proposed land use change</div><div><input type="checkbox"/> Little sales activity in area or price range</div><div><input type="checkbox"/> Estimated time to sell is more than 120 days</div><div><input type="checkbox"/> Proposed or pending assessments</div><div><input type="checkbox"/> Property taxes not typical for area</div><div><input type="checkbox"/> HOA has first right of refusal</div><div><input type="checkbox"/> HOA does not allow "for sale" signs on property</div><div><input type="checkbox"/> HOA fees not typical for the area</div><div><input type="checkbox"/> Other</div></div>	
	Comments:	

SUBJECT CONDITION	Property Condition		
	<i>For all the following of which you are aware or observe in viewing the property, check the appropriate box(es) and describe:</i>		
	<input type="checkbox"/> Décor of home is personalized or dated:		
	<input type="checkbox"/> Incomplete construction:		
	<input type="checkbox"/> Evidence of past or present water damage:		
	<input type="checkbox"/> Cracks or stains on walls, floors, or ceilings:		
	<input type="checkbox"/> Oil tank (abandoned):		
	<input type="checkbox"/> Oil tank (in use):		
	<input type="checkbox"/> Underground storage tank (abandoned):		
	<input type="checkbox"/> Underground storage tank (in use):		
	<input type="checkbox"/> Synthetic stucco:		
	<input type="checkbox"/> Suspected structural problems:		
	<input type="checkbox"/> Evidence of odor:		
	<input type="checkbox"/> Evidence of pet damage:		
	<input type="checkbox"/> Evidence of deferred maintenance:		
	Additional Comments:		
	Recommended Repairs and Improvements		
	<i>Interior Items</i>		R&I Estimates
<input type="checkbox"/> Paint	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Flooring	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Wall paper removal	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Appliances	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Cabinets	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Light fixtures	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Countertops	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Bathroom fixtures	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Other:	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Other:	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Other:	Estimated cost per item: \$	Comment:	
Total Estimated Cost for Interior Repairs		\$	
<i>Exterior Items</i>		R&I Estimates	
<input type="checkbox"/> Landscaping	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Paint	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Driveway/walkway	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Porch/deck	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Pool	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Spa	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Gutters	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Siding	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Trim	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Roof	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Detached structures	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Debris removal	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Windows and screens	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Other:	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Other:	Estimated cost per item: \$	Comment:	
<input type="checkbox"/> Other:	Estimated cost per item: \$	Comment:	
Total Estimated Cost for Exterior Repairs		\$	
INSPECTIONS/DISCLOSURES	List all required, customary and additionally recommended inspections (e.g., municipal, certificate of occupancy, environmental, etc.): Required:		
	Customary:		
	Additionally recommended for the subject property:		
	Subject property issues of which you are aware that may affect insurability of the subject property:		
	List all required disclosures:		

COMPETING LISTINGS

COMPETING LISTINGS

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)	<div><div><input type="checkbox"/> Brick</div><div><input type="checkbox"/> Composite</div><div><input type="checkbox"/> Aluminum</div><div><input type="checkbox"/> Synthetic Stucco</div><div><input type="checkbox"/> Hardcoat Stucco</div><div><input type="checkbox"/> Other:</div></div> <div><div><input type="checkbox"/> Wood</div><div><input type="checkbox"/> Stone</div><div><input type="checkbox"/> Stucco</div><div><input type="checkbox"/> Vinyl</div></div>			

☐ Brick

☐ Composite

☐ Aluminum

☐ Synthetic Stucco

☐ Hardcoat Stucco

☐ Other:

☐ Wood

☐ Stone

☐ Stucco

☐ Vinyl

☐ Brick

☐ Composite

☐ Aluminum

☐ Synthetic Stucco

☐ Hardcoat Stucco

☐ Other:

☐ Wood

☐ Stone

☐ Stucco

☐ Vinyl

☐ Brick

☐ Composite

☐ Aluminum

☐ Synthetic Stucco

☐ Hardcoat Stucco

☐ Other:

☐ Wood

☐ Stone

☐ Stucco

☐ Vinyl

			Roof Type (Check all that apply)	☐ Composite ☐ Tar ☐ Wood shake ☐ Asphalt shingle ☐ Other: ☐ Slate ☐ Tile ☐ Tin ☐ Copper ☐ Composite ☐ Tar ☐ Wood shake ☐ Asphalt shingle ☐ Other: ☐ Slate ☐ Tile ☐ Tin ☐ Copper ☐ Composite ☐ Tar ☐ Wood shake ☐ Asphalt shingle ☐ Other: ☐ Slate ☐ Tile ☐ Tin ☐ Copper ☐ Composite ☐ Tar ☐ Wood shake ☐ Asphalt shingle ☐ Other: ☐ Slate ☐ Tile ☐ Tin ☐ Copper								
Car Storage/Type (Check all that apply)	☐ None ☐ Garage ☐ Attached ☐ Detached ☐ Built-in ☐ Carport ☐ Attached ☐ Detached ☐ Built-in ☐ Other: # of Cars	☐ None ☐ Garage ☐ Attached ☐ Detached ☐ Built-in ☐ Carport ☐ Attached ☐ Detached ☐ Built-in ☐ Other: # of Cars	☐ None ☐ Garage ☐ Attached ☐ Detached ☐ Built-in ☐ Carport ☐ Attached ☐ Detached ☐ Built-in ☐ Other: # of Cars	☐ None ☐ Garage ☐ Attached ☐ Detached ☐ Built-in ☐ Carport ☐ Attached ☐ Detached ☐ Built-in ☐ Other: # of Cars								
Year Built												
Lot Size												
Appx. Gross Living Area	Sq. Ft			Sq. Ft			Sq. Ft			Sq. Ft		
Above Grade Room Count	Tot	Brms.	Baths	Tot	Brms.	Baths	Tot	Brms.	Baths	Tot	Brms.	Baths
Basement (Check all that apply)	☐ None ☐ Slab ☐ Crawl Space ☐ Partial ☐ Full Walk-out	☐ None ☐ Slab ☐ Crawl Space ☐ Partial ☐ Full Walk-out	☐ None ☐ Slab ☐ Crawl Space ☐ Partial ☐ Full Walk-out	☐ None ☐ Slab ☐ Crawl Space ☐ Partial ☐ Full Walk-out	☐ None ☐ Slab ☐ Crawl Space ☐ Partial ☐ Full Walk-out	☐ None ☐ Slab ☐ Crawl Space ☐ Partial ☐ Full Walk-out						
Basement Finish												
Attic (Check all that apply)	☐ None ☐ Crawl Space ☐ Partial ☐ Full	☐ None ☐ Crawl Space ☐ Partial ☐ Full	☐ None ☐ Crawl Space ☐ Partial ☐ Full	☐ None ☐ Crawl Space ☐ Partial ☐ Full	☐ None ☐ Crawl Space ☐ Partial ☐ Full	☐ None ☐ Crawl Space ☐ Partial ☐ Full						
Attic Access	☐ Walkup ☐ Pull down steps	☐ Walkup ☐ Pull down steps	☐ Walkup ☐ Pull down steps	☐ Walkup ☐ Pull down steps	☐ Walkup ☐ Pull down steps	☐ Walkup ☐ Pull down steps						
Bonus Room												
Detached Structures (Check all that apply)	☐ None ☐ Guest House ☐ Pool House ☐ Other: ☐ Barn ☐ Studio ☐ Shed	☐ None ☐ Guest House ☐ Pool House ☐ Other: ☐ Barn ☐ Studio ☐ Shed	☐ None ☐ Guest House ☐ Pool House ☐ Other: ☐ Barn ☐ Studio ☐ Shed	☐ None ☐ Guest House ☐ Pool House ☐ Other: ☐ Barn ☐ Studio ☐ Shed	☐ None ☐ Guest House ☐ Pool House ☐ Other: ☐ Barn ☐ Studio ☐ Shed	☐ None ☐ Guest House ☐ Pool House ☐ Other: ☐ Barn ☐ Studio ☐						

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 SALES	ITEM	SUBJECT			Comparable Sale #1			Comparable Sale #2			Comparable Sale #3		
	Address, City												
	MLS #												
	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												
	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)	<div><div><input type="checkbox"/> Brick</div><div><input type="checkbox"/> Composite</div><div><input type="checkbox"/> Aluminum</div><div><input type="checkbox"/> Synthetic Stucco</div><div><input type="checkbox"/> Hardcoat Stucco</div><div><input type="checkbox"/> Other:</div></div> <div><div><input type="checkbox"/> Wood</div><div><input type="checkbox"/> Stone</div><div><input type="checkbox"/> Stucco</div><div><input type="checkbox"/> Vinyl</div></div>											

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