

Saleability Checklist

If any eleven of the twenty criteria are checked it is almost CERTAIN THAT YOUR PROPERTY will sell.

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|-----|--|--------------------------|-----|--------------------------|----|
| 1. | List below retail price | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 2. | Owner financing | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| | 2a. Below Market Down Payment | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| | 2b. Below market interest rate | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 3. | Seller to pay Buyer costs | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 4. | Postdated price reduction | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 5. | Odd sale price | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 6. | Full term listing agreement | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 7. | Above market commission | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 8. | Easy access | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 9. | Yard sign | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 10. | Seller to redecorate | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 11. | Immediate possession | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 12. | Trade terms available | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 13. | Extras included (appliances, etc.) | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 14. | Pre-order appraisal | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 15. | Pre-order inspection | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 16. | Home protection plan | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 17. | Avoid contingencies | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 18. | Available for first caravan tour | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 19. | Seller to complete obvious repairs | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 20. | Have seller sign the Saleability Checklist | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |
| 21. | _____ | <input type="checkbox"/> | Yes | <input type="checkbox"/> | No |

Agent: _____

Seller: _____

Date: _____

Seller: _____