



## ERC Broker's Market Analysis and Strategy Report

- For all properties in both grids below, report verifiable facts and figures starting with "Proximity to Subject" through "Type Heating System."
- From "Location" through "Int. Condition's Appeal," rate each item as "Good," "Avg.," or "Fair," in comparison to general market competition.
- Rate each competing listing or comparable sale to the subject by indicating "Plus" (more favorable than subject), "Equal" (similar to subject), or "Minus" (less favorable than subject) in the Overall Rating at the end of each grid. Note: Dollar adjustments are specifically not requested in the two grids below.

**COMPETING LISTINGS**

ITEM	SUBJECT			Listing #1			Listing #2			Listing #3		
				Tot.	Brms.	Baths	Tot.	Brms.	Baths	Tot.	Brms.	Baths
Address, City												
Proximity to Subject												
Original List Price												
Current List Price												
Last Price Change (date)												
Days-on-market (from original list date)												
Style												
Car Storage/Type												
Approximate Age												
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 Area												
Basement Finished												
Deck/Patio												
Pool/Spa												
Type Air Conditioning												
Type Heating System												
Location	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Lot Characteristics	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
View	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Floor Plan Utility	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Ext. Condition's Appeal	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Int. Condition's Appeal	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Overall Rating of Listings as Compared to Subject				<input type="checkbox"/> Plus	<input type="checkbox"/> Equal	<input type="checkbox"/> Minus	<input type="checkbox"/> Plus	<input type="checkbox"/> Equal	<input type="checkbox"/> Minus	<input type="checkbox"/> Plus	<input type="checkbox"/> Equal	<input type="checkbox"/> Minus

*Describe significant value-related differences between the subject and the competing listings (including condition, location, appeal, amenities, deferred maintenance, utility, view, market conditions and days-on-market) and explain any seller financing, discount points, and/or other concessions being offered. Also, indicate if the contact or agent has inspected the competing listing's interior.*

- Listing #1: Inspected?  Yes  No Comments: \_\_\_\_\_
- Listing #2: Inspected?  Yes  No Comments: \_\_\_\_\_
- Listing #3: Inspected?  Yes  No Comments: \_\_\_\_\_

**PENDING/CLOSED SALES**

ITEM	SUBJECT			Comparable Sale #1			Comparable Sale #2			Comparable Sale #3		
				Tot.	Brms.	Baths	Tot.	Brms.	Baths	Tot.	Brms.	Baths
Address, City												
Proximity to Subject												
Original List Price												
Final List Price												
Sales Price												
Under Contract Date												
Closing Date				09/21/2004			09/21/2004			09/21/2004		
Days-on-market (from original list date)				09/21/2004			09/21/2004			09/21/2004		
Style												
Car Storage/Type												
Approximate Age												
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 Area												
Basement Finished												
Deck/Patio												
Pool/Spa												
Type Air Conditioning												
Type Heating System												
Location	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Lot Characteristics	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
View	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Floor Plan Utility	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Ext. Condition's Appeal	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Int. Condition's Appeal	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair	<input type="checkbox"/> Good	<input type="checkbox"/> Avg.	<input type="checkbox"/> Fair
Overall Rating of Listings as Compared to Subject				<input type="checkbox"/> Plus	<input type="checkbox"/> Equal	<input type="checkbox"/> Minus	<input type="checkbox"/> Plus	<input type="checkbox"/> Equal	<input type="checkbox"/> Minus	<input type="checkbox"/> Plus	<input type="checkbox"/> Equal	<input type="checkbox"/> Minus

*Describe significant value-related differences between the subject and the pending/closed sales (including condition, location, appeal, amenities, deferred maintenance, utility, view, market conditions and days-on-market) and explain any seller financing, discount points, and/or other concessions which were paid. Also, indicate if the contact or agent has inspected the comparable sale's interior.*

- Sale #1: Inspected?  Yes  No Comments: \_\_\_\_\_
- Sale #2: Inspected?  Yes  No Comments: \_\_\_\_\_
- Sale #3: Inspected?  Yes  No Comments: \_\_\_\_\_

