

THE MODE & DURHAM TEAM'S HOME SALEABILITY CHECKLIST

Consider for each item: "Is my home...."

Priced at market value? Yes_____ No_____

Listed at an odd sale price? Yes_____ No_____

Listed with a built-in 21-day price reduction? Yes_____ No_____

Pre-appraised to support value? Yes_____ No_____

Offering a competitive down payment? Yes_____ No._____

Offering a competitive interest rate? Yes_____ No_____

Listed on the Multiple Listing Service? Yes_____ No._____

Listed at above-market commission? Yes_____ No_____

Offering trade terms? Yes_____ No_____

Worded to sell? Yes_____ No_____

Listed for at least 180 days? Yes_____ No_____

Offering immediate possession? Yes_____ No_____

Free of contingencies? Yes_____ No_____

Easily accessible? Yes_____ No_____

Offering, in writing, redecorating by seller? Yes_____ No_____

Offering additional "extras"? Yes_____ No_____

Promoted by a yard sign and brochure box? Yes_____ No_____

Free of marketing panic phrases? Yes_____ No_____

Promoted with a Virtual Tour? Yes_____ No_____

Promoted extensively on the Internet? Yes_____ No_____

Actively marketed to all area agents? Yes_____ No_____

On the market as soon as possible? Yes_____ No_____

TOTAL YES & NO RESPONSES* _____

*NOTE: You need at least 15 YES responses for the home to be saleable.

For questions on any of the above, call The Mode & DurhaM Team at

(916) 230-0371