

Salability Scale

The purpose of the salability scale is to measure the overall likelihood of a home selling quickly and profitably compared with other properties on the market. A score of 80% and higher is deemed saleable for purposes of this test. Thirty-two yes answers = 80%.

Conditions/Terms Available	Yes	No
1. Priced at or below current listings	_____	_____
2. 100% accessible for showing	_____	_____
3. Assumable first mortgage	_____	_____
4. FHA/VA acceptance	_____	_____
5. Owner financing available	_____	_____
6. Less than 10% down required	_____	_____
7. Less than market interest rate available	_____	_____
8. Automatic price reduction after 45 days	_____	_____
9. Full term listing agreement	_____	_____
10. House/property great condition	_____	_____
11. Odd number price, i.e., \$198,885	_____	_____
12. Lease option/trade terms	_____	_____
13. Extras included (lawn mower, appliances)	_____	_____
14. Home Warranty Plan	_____	_____
15. Without seller contingencies	_____	_____
16. Immediate possession available	_____	_____
17. Pre-appraised	_____	_____
18. Pre-inspected - Roof/Plumbing/Termite	_____	_____
19. Home Staged for showing	_____	_____
20. Obvious repairs completed pre-showing	_____	_____
21. For Sale sign prominently displayed	_____	_____
22. Brochure box accessible	_____	_____
23. Unmarked benefit/feature brochures	_____	_____
24. Feature placards placed throughout	_____	_____
25. Listed with MLS	_____	_____

26. MLS addendum purchased	_____	_____
27. Accurate MLS input	_____	_____
28. Enthusiastic Remarks posted	_____	_____
29. Inter-office preview/caravan	_____	_____
30. Broker Open House	_____	_____
31. Seller absent during showing	_____	_____
32. Top Agent notification	_____	_____
33. Systematic marketing plan	_____	_____
34. Listing Agent follow up/log	_____	_____
35. Buyers pre-qualified	_____	_____
36. Showing agent follow up/feedback	_____	_____
37. Flexible owner	_____	_____
38. Accessible owner	_____	_____
39. Neighbors targeted	_____	_____
40. Newsletter notification	_____	_____
TOTAL	_____	_____