



CERTIFIED DISTRESSED
PROPERTY EXPERT®

CDPE E=MC² Seller Assessment

Date _____ Owner _____

Address _____

Prepared by _____

EXPECTATION SCORE:

		SCORE
Has reasonable expectations and just wants to get out of their situation.	10	_____
May not be reasonable but may be persuaded that they need to lower price over time.	7-9	_____
Is unreasonable about price but understands that property may take longer to sell.	4-6	_____
Is not at all flexible about value and wants property sold quickly.	1-3	_____
	TOTAL	_____

MOTIVATION:

		SCORE
Is motivated and wants to do whatever they can to get out of their situation.	10	_____
Is motivated but is unsure if selling is the best option; still wants to list.	7-9	_____
Is only partially motivated and does not know if they really need to sell.	4-6	_____
Is not motivated but wants to see what they can get for their property.	1-3	_____
	TOTAL	_____

COOPERATION:

		SCORE
Is very cooperative and will provide whatever requested to help you succeed at selling their property.	10	_____
Is cooperative but may need to get a comfort level with you.	7-9	_____
Less cooperative and less likely to do what is needed to market the property.	4-6	_____
Non-cooperative but still wants to sell.	1-3	_____
	TOTAL	_____

COMMUNICATION:

		SCORE
Is easy to communicate with and provides you with honest answers.	10	_____
Is easy to communicate with but you believe there may be something you don't know.	7-9	_____
Is less easy to communicate with and is likely to be unavailable.	4-6	_____
Not easy to communicate with but still wants to sell.	1-3	_____
	TOTAL	_____

GRAND TOTAL= _____

SUGGESTIONS:

30 to 40	Pursue listing
20 to 29	Pursue listing with caution and be prepared to resign if necessary
10 to 19	Not recommended that listing is pursued
Under 10	Avoid listing

FORM B