**Listing Score Card**

Listing Standards Benchmark:

An Agent should use the below criteria to rate each listing opportunity.

Max 7 Point Score = Excellent listing.

2 Point Score or Less = Be wary of accepting this listing.

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| * **Motivation** | **🞎** | 2 = Needs to sell within 30 days  1 = Genuinely wants to sell  0 = Testing Market |
| * **Price** | **🞎** | 2 = Priced to sell now  1 = Should sell within the next 30 days  0 = Priced above the market |
| * **Methodology** | **🞎** | 1= Auction  0 = Private Treaty |
| * **Marketing** | **🞎** | 1 = Full VPA  0 = No marketing or agent is paying |
| * **Area** | **🞎** | 1 = In core area or adjoining suburb  0 = Out of area |