**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 days1 = Genuinely wants to sell0 = Testing Market |
| * **Price**
 | **🞎** | 2 = Priced to sell now1 = Should sell within the next 30 days0 = Priced above the market |
| * **Methodology**
 | **🞎** | 1= Auction0 = Private Treaty |
| * **Marketing**
 | **🞎** | 1 = Full VPA0 = No marketing or agent is paying |
| * **Area**
 | **🞎** | 1 = In core area or adjoining suburb0 = Out of area |