



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

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