



"Ball Parking" the List Price

Date: _____ Listing Broker _____ List Price \$ _____

Property Address: _____

Seller: _____

1. Brokerage's Indicated "As-Is" Market Value: \$ _____

2. Outstanding Mortgage Debt \$ _____

3. Equity \$ _____

4. "Repaired" Market Value \$ _____ X .90 = Minimum "As-Is" Market Value \$ _____

E.g., \$325,000 "Repaired" Market Value times .90 equals minimum "as-is" value of \$292,500

5. Mortgage Debt: \$ _____ X .70 = Minimum NET Proceeds to Lender: \$ _____

E.g., \$350,000 Mortgage Debt times .70 equals \$245,000 minimum NET Proceeds to Lender

6. "As-Is" Market Value \$ _____ X .82 = Minimum NET Proceeds to Lender \$ _____

E.g., \$315,000 "As-Is" Market Value times .82 = \$258,300 minimum NET Proceeds to Lender

7. "As-Is" Market Value \$ _____ X .88 = Minimum NET Proceeds to Lender \$ _____

E.g., \$315,000 "As-Is" Market Value times .88 = \$277,200 minimum NET Proceeds to Lender

8. **Based on List Price** the "Preliminary HUD-1" NET Proceeds to Lender is \$ _____

Attached is Listing Broker's signed copy of the "Preliminary" HUD-1 indicating the Commission due Brokerage as stated in the Listing Agreement and reflected on Line 504 1st Lender's NET PROCEEDS

9. A copy of the listing broker's Comparative Market Analysis (CMA) is attached and was prepared by _____ Date: _____

10. A copy of the brokerage's Listing Agreement is attached [] Yes [] No

11. Qualifying Broker's Approval: _____ Date: _____