

NEW HOME TRACT

RFC# _____

The following are the item necessary to complete a new home purchase from a Builders Production Home Tract:

Upon visiting the sales office have your check list ready, be professional to ask the right questions so you will not need a second trip or phone call to the tract office to complete your report.

You will need a total of 3 (4 if over \$500K) closed sales on the report, however some comps may be pending which is OK, acquire the other comps from an close similar builders production home tract.

If over \$500K get 2 pending or Actives to show market trend as well as 4 closed (**At least 2 outside the tract**)

- Recap:**
- Two or more pending or closed sales in subjects tract
 - Two or more pending or closed sales from a closed similar new home tract.
 - Two or more closed sales from the MLS of newer home sales, 1 to 5 years in age is OK.
 - Total of all your comps, you will need at least 3 of them closed. If over 500K 4 closed 2 pending/Active

	Subject	Comp 1		Comp 2		Comp 3		Comp 4		Comp 5		Comp 6	
Address													
COE													
Base Price	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
	K	K	K	K	K	K	K	K	K	K	K	K	K
Total Sale Price	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
	K	K	K	K	K	K	K	K	K	K	K	K	K
Upgrades	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
	K	K	K	K	K	K	K	K	K	K	K	K	K
Lot Premium	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
	K	K	K	K	K	K	K	K	K	K	K	K	K
Comparison to subject	Inferior	Superior											
Plan #													
Phase #													
APN#													
Lot&Tract#													
GLA SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt
Lot Size	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt	SqFt
43560 SqFt/Acre													
Bedroom Count													
Bathroom Count													
Pool/Spa SpaTub?													
Garage		Builtin Detach	Builtin Detach	Builtin Detach	Builtin Detach	Builtin Detach	Builtin Detach	Builtin Detach	Builtin Detach	Builtin Detach	Builtin Detach	Builtin Detach	Builtin Detach

Notes: _____