



R.W. GROUP

RENT WISE • REALTY WISE • REVENUE WISE

The Buyer Leverage Scorecard™

Where professional expertise meets fierce client advocacy

Property Address: _____

List Price: _____

Days on Market: _____

Seller Motivation Signals (Rate 1–5)

- Probate / Estate situation
- Divorce / Separation
- Vacant property
- Price reductions
- Long Days on Market
- Out-of-state seller

Value-Add Potential (Rate 1–5)

- Layout improvement possible
- Unfinished space (basement/attic)
- Add bedroom or bath potential
- Rental / income potential
- Underpriced for neighborhood

Negotiation Leverage (Rate 1–5)

- Cosmetic updates needed
- Dated kitchen/bath but functional
- Minor deferred maintenance
- Seller timeline pressure
- Inspection negotiation potential

Market Position (Rate 1–5)

- Competing offers likely
- Overpriced compared to comps
- Strong resale neighborhood
- Desirable micro-location
- Future appreciation indicators

0–35 = Limited leverage

36–65 = Moderate strategy opportunity

66–85 = Strong negotiation potential

86+ = Strategic acquisition opportunity

Total Leverage Score:

_____ / 105