NANAIMO SELLER WORKSHEET

Home Price Review Worksheet

Use recent evidence to decide whether to hold, adjust or change something else.

Set a checkpoint, not an automatic price cut.

Two to three weeks after launch can be a useful first check-in if enough activity is available. Agree on a date that fits your listing, then review the evidence before deciding.

PROPERTY / CURRENT ASKING PRICE

LAUNCH DATE / REVIEW WINDOW

01 Check what has happened so far

Actual activity and date range

Record views by source, completed showings and written offers. Compare like-for-like date windows.

Recurring buyer feedback

Group recurring comments about price, condition, layout or terms. Separate verified facts from opinions.

Other reasons for weak response

Review showing access, presentation, listing accuracy and which channels reached buyers.

Current active competition

Record comparable listings, features, date checked and asking price. These are alternatives, not results.

Recent comparable closed sales

Record sale date, sold price and relevant differences in condition, location, size and features.

Look for a pattern across activity, feedback and comparable properties. One comment or one competing listing is not enough on its own.

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Choose a next step and write down what would make you revisit it.

02 Compare three possible decisions

Hold the current price
What evidence supports holding it? What would make you revisit?

Adjust the asking price
What closed sales and active alternatives support the proposed change?

Change something other than price
Could better access, presentation, marketing or terms address the weak point?

03 Record the decision and follow-up

Check relevant buyer search price filters if helpful. Moving into another price band can change which searches include your home, but it does not guarantee visibility or offers.

SELLER DECISION / REASON

PROPOSED ASKING PRICE (IF CHANGING)

OWNER / WHO WILL CARRY IT OUT

BASELINE / DATE RANGE

METRIC TO CHECK (E.G., SHOWINGS)

NEXT REVIEW DATE

WHAT WOULD TRIGGER ANOTHER REVIEW?

Planning tool only. Compare the same metric and a similar time window at the next review.

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