

DEAL REVIEW FORM

(* = Must Be Answered)

*Property Address:

Date:

What type of real estate is the property?

Single Family Multi-Family Commercial Other _____

How many of each kind of unit are there?

Efficiency: 1 Bedroom: 2 Bedroom: 3 Bedroom: Other:

*Type of neighborhood: (check one)

Dollar Store Walmart Target Nordstrom

Rate the curb appeal on a scale of 1 to 10 (ten being the best)

Are the lawns mowed and the shrubs trimmed in this neighborhood?

Yes No

*Is this property listed with a real estate agent?

Yes No

*Are there many Realtor signs throughout the neighborhood?

Yes No

*What is the average time on the market for MLS properties in this neighborhood?

*How much does this property need in repairs?

\$

What are the negatives of this house and neighborhood?

What are the positives of this house and neighborhood?

*Are there many houses for sale within a 4 block radius?

Are there many cosmetically challenged houses located within a (2-3) block radius?

*Construction style

* What is the heated square footage of the house

*Number of Bedrooms

* Number of Bathrooms

*Garage

Yes No

of cars

***Is the existing mortgage an? (check one)

Adjustable rate mortgage A fixed rate mortgage

***How much is the existing monthly mortgage payment?

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***Year Purchased

*How many years remaining on the existing mortgage?

*Is the existing monthly mortgage payment....(Check One)

P & I (Principal and Interest) P.I.T.I. (Principal, Interest, Taxes and Insurance)

* Annual property insurance cost

\$

***Why is the seller selling their property?

***What does the seller want? (debt relief) (to move to another location) (seller retiring) (burned out landlord)

Do the sellers seem to be truly motivated?

Yes No Explain:

*If the sellers say they ONLY want ALL CASH – ask them what they need the cash for

*Are the monthly mortgage payments? (check one)

Current Delinquent

*If delinquent, how many months are they behind?

*Are the annual property taxes current?

Yes No

If not, what was the last year paid?

Any other important things about the property or the seller's:

(Ask Seller) *Is the price you told me the best price you can do?

*(Student) Do "You" Want to Keep this Property for Yourself?

Yes No

(Ask Seller) *Are the sellers willing to take monthly payments for their equity?

Yes No

DEAL REVIEW FORM

Why Are You Thinking About Buying or Controlling This Property? What Is It You Want or Need?

* What Are Your Immediate Financial Needs or Goals? (Check One)

- | | | |
|---|---|---|
| <input type="checkbox"/> More Monthly Income | <input type="checkbox"/> Buy Something Needed | <input type="checkbox"/> Pay Off Pressing Debt |
| <input type="checkbox"/> Build Your Retirement Portfolio of Rental Properties | <input type="checkbox"/> More Money to Pay Bills Each Month | <input type="checkbox"/> Be Able to Live a Better Lifestyle |
| <input type="checkbox"/> Be Able to Quit Your Job | | |

* What Do You Believe Is the Highest and Best Use For This Property? (Check One)

- | | | |
|---|--|---|
| <input type="checkbox"/> Keep as a Rental | <input type="checkbox"/> Fix and Sell Retail | <input type="checkbox"/> Wholesale or Assign the Contract |
|---|--|---|

* What Do You Believe Is the Best Way For You To Profit From This Property? (Check One)

- | | | |
|---|---|--|
| <input type="checkbox"/> Assign the Contract (Wholesale) | <input type="checkbox"/> Fix and Rent | <input type="checkbox"/> Fix and Sell Retail |
| <input type="checkbox"/> Fix and Sell w/ Seller Financing Terms | <input type="checkbox"/> Sell AS-IS w/ Seller Financing Terms | |

*Thinking Through the Deal (Please Answer Each Question)

1.) What Makes You Think This is a Good Property to Buy?

2.) Why Do You Think This Could Be a Good Deal?

3.) If You Don't Want This Property, Do You Have Anyone From Your Buyers List to Sell This Property Too?

- Yes No

4.) What Do "YOU" Think Would Be the Best Offer to Make for This Property?

5.) How Much "CASH" Do You Personally Have Available to Make Down Payments, Repairs, etc. (If You Want to Keep This Property.)

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Notes:

DEAL REVIEW FORM

Seller's Asking Price	Current Market Value	Estimated After Repair Value
<input type="text" value="\$"/>	<input type="text" value="\$"/>	<input type="text" value="\$"/>

Estimated Seller's Equity

Current Annual Property Tax Amount	Current Mortgage Payment	Current Mortgage Term (Months / Years)
<input type="text" value="\$"/>	<input type="text" value="\$"/>	<input type="text" value="\$"/>

Current Interest Rate	Current Total Monthly Rent
<input type="text"/>	<input type="text" value="\$"/>

ANNUAL COSTS

Water, Sewer, Garbage	Electric	House Electric (Apartments)
<input type="text" value="\$"/>	<input type="text" value="\$"/>	<input type="text" value="\$"/>

Lawn Care / Snow Removal	Legal and Professional Fees	Cleaning and Maintenance
<input type="text" value="\$"/>	<input type="text" value="\$"/>	<input type="text" value="\$"/>

Insurance	Property Management	Leasing Commissions
<input type="text" value="\$"/>	<input type="text" value="\$"/>	<input type="text" value="\$"/>

Future Mortgage Payments	Pest Control	Supplies
<input type="text" value="\$"/>	<input type="text" value="\$"/>	<input type="text" value="\$"/>

HOA Fees	Advertising	Repairs
<input type="text" value="\$"/>	<input type="text" value="\$"/>	<input type="text" value="\$"/>

RENT ANALYSIS

Zillow	Rentometer	Trulia
<input type="text" value="\$"/>	<input type="text" value="\$"/>	<input type="text" value="\$"/>

Property Mgr:	Name	Phone:
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

Craigslist Estimate		
<input type="text" value="\$"/>	<input type="text" value="\$"/>	<input type="text" value="\$"/>