

Terms Worksheet: Buy & Sell

Purchase Terms	Terms Worksheet			
	After Repair Value (ARV)	\$	125,000.00	
	Fast Sell Factor	- \$	12,500.00	10 %
	Fast After Repair Value (FARV)	= \$	112,500.00	
	Discount/Profit	- \$	33,750.00	30 %
	1 Cost of Purchase (COP)	- \$	925.00	
	2 Cost of Repair (COR)	- \$	7,095.00	
	3 Carrying Costs (CC)	- \$	2,420.00	
	4 Cost of Sale (COS)	- \$	10,360.00	
	Purchase Price	= \$	57,950.00	
Operating Terms	Amount Financed	- \$	30,000.00	
	Total Investment	= \$	27,950.00	
	1 Cost of Purchase Sub-Worksheet			
	Finder's Fee	\$	0.00	
	Inspection	+ \$	125.00	
	Closing Costs	+ \$	800.00	
	Total Cost of Purchase	= \$	925.00	
	2 Cost of Repair Sub-Worksheet			
	Cosmetic Minor	\$	3,200.00	
	Cosmetic Major	+ \$	0.00	
	Structural	+ \$	1,800.00	
	Fixtures/Appliances	+ \$	1,250.00	
	Landscaping	+ \$	200.00	
	Contingency Factor	+ \$	645.00	10 %
	Total Cost of Repair	= \$	7,095.00	
	3 Carrying Costs Sub-Worksheet			
	Taxes	\$	750.00	
	Fees/Insurance	+ \$	350.00	
	Utilities/Services	+ \$	300.00	
	Debt Service	+ \$	900.00	
	Property Upkeep	+ \$	120.00	
	Total Carrying Cost	= \$	2,420.00	
	4 Cost of Sale Sub-Worksheet			
	Agent Commissions	\$	6,750.00	
	Home Warranty	+ \$	485.00	
	Title Insurance & Fees	+ \$	1,125.00	
	Buyer Closing Costs	+ \$	2,000.00	
	Total Cost of Sales	= \$	10,360.00	