

**COACH SUPER MIKE ™**

*Taking Real Estate Agents to Pinnacle Levels™*

**Sample Profit and Loss Statement***™*

Asking Price: $350,000 (All figures are estimates)

PROPERTY ADDRESS

**Income**:

1106 17th Ave. $1,600/month 2 bedroom 2+ years

1108 17th Ave. $1,200/month 2 bedroom 6+ years

1108 ½ 17th Ave. (Rear) $1,800/month Unknown

**Total Income: $55,200/year ($4,600/month)**

**Expenses**:

Mortgage: $17,964/year ($262,500 25% down, 4.75 for 25 yr. fixed)

Taxes: $8,461/year (Per tax records)

Water & Sewer: $2,400/year (Estimate)

Insurance: $3,000/year (Estimate)

Maintenance: $2,760/year (5% of gross income)

Vacancy: $2,760/year (5% of gross income)

Snow/lawn: $0/year (Credit to tenants for snow and lawn)

Misc: $1,500/year (Waste $1,043.00 - $521.50 each, etc.)

Capital Improvement: $1,500/year

**Total Expenses: $40,345/year**

**Net Operating Income**: **$14,855/year** (Income minus expenses)

**Return on Investment: 20.1%** ($87,500 down, $12,500 closing costs, $100,000 renovations)

**Cap Rate**: **4.2%** (NOI divided by the asking price)

**Details:**

* All units are month to month with no current written lease in place
* The property is sold as-is.
* Utilities: According to tenants:
  + 1106 pays Gas, electric water and sewer
  + 1108 pays Gas, electric, water. Owner pays the sewer.
  + 1108 ½ pays gas and electric. Owner pays water & sewer.
  + Tenants take care of the lawn and snow.
* None are section 8 tenants.
* Security: According to tenants:
  + 1106- None. Claims he worked it off remodeling the house.
  + 1108- $1,800 given in 6 years ago. Previous owner did not give her account#, bank name or proof of receipt. She has no record of it.
  + 1108 1/2 – No record.