

# Terms Worksheet: Buy & Sell

Purchase Terms		Terms Worksheet	
	After Repair Value (ARV)	\$	
	Fast Sell Factor	-	%
	Fast After Repair Value (FARV)	=	
	Discount/Profit	-	%
1	Cost of Purchase (COP)	-	
2	Cost of Repair (COR)	-	
3	Carrying Costs (CC)	-	
4	Cost of Sale (COS)	-	
	Purchase Price	=	
	Amount Financed	-	
	Total Investment	=	
Operating Terms		1 Cost of Purchase Sub-Worksheet	
	Finder's Fee	\$	
	Inspection	+	
	Closing Costs	+	
	Total Cost of Purchase	=	
Operating Terms		2 Cost of Repair Sub-Worksheet	
	Cosmetic Minor	\$	
	Cosmetic Major	+	
	Structural	+	
	Fixtures/Appliances	+	
	Landscaping	+	
	Contingency Factor	+	%
	Total Cost of Repair	=	
Operating Terms		3 Carrying Costs Sub-Worksheet	
	Taxes	\$	
	Fees/Insurance	+	
	Utilities/Services	+	
	Debt Service	+	
	Property Upkeep	+	
	Total Carrying Cost	=	
Operating Terms		4 Cost of Sale Sub-Worksheet	
	Agent Commissions	\$	
	Home Warranty	+	
	Title Insurance & Fees	+	
	Buyer Closing Costs	+	
	Total Cost of Sales	=	