HANES INVESTMENT REALTY, INC.

INVESTMENT REAL ESTATE BROKERS AND ADVISORS

MARKET ANALYSIS – OPINION OF VALUE

HIRI WEBSITE

If you are seriously considering selling or exchanging your apartment building, Hanes Investment Realty, Inc. will perform a **free analysis**. Check the type of analysis you would like: ❒ **In-depth market analysis** ❒ **Estimated selling price**

Please complete the information below, **including asking price**, and fax it back to us at (805) 374-2354 or mail the instructions on the reverse and send by business reply, or send us a current rent schedule, operating statement and loan payment coupon. **We will contact you upon receipt.**

Owner: _____ Phone: _____

Address: _____ City: _____ Zip: _____

Fax: _____ Cell/Pager: _____ Email: _____

Property Address: _____ City: _____ Zip: _____

No. Units: _____ Year Built: _____

Provided we can work out price and terms acceptable to you, when are you thinking of taking the building to the market? (Please check one) ❒ **Now** ❒ **1-2 months** ❒ **3-6 months** ❒ **6-12 months** ❒ **12+ months**

Scheduled Gross Income Summary

APT #	BR	BA	MO. RENT	APT #	BR	BA	MO. RENT
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$
			$				$

Total Scheduled Monthly Income:	$
Monthly Laundry Income:	$
Other Monthly Income:	$
Scheduled Monthly Income	**$**
Scheduled Annual Income	**$**

Annual Fixed Expense Summary

Property Taxes	$ _____
Insurance	$ _____
Water	$ _____
Electricity	$ _____
Gas	$ _____
Trash	$ _____
Management (Inc. Apt.)	$ _____
Landscaping	$ _____
Pool	$ _____
License & Fees	$ _____
Pest Control	$ _____
Elevator	$ _____
Supplies	$ _____
Maintenance/Repairs	$ _____
TOTAL	$ _____

FIRST LOAN

Holder _____

Balance _____

Interest Rate _____% Margin _____

Monthly Payment $_____ Loan # _____

SECOND LOAN

Holder _____

Balance _____

Interest Rate _____% Margin _____

Monthly Payment $_____ Loan # _____

REQUIRED FOR IN-DEPTH MARKET ANALYSIS

Price Expectation $ _____

Willing to Carry Financing? _____ Cash Out? _____

Condition of Roof: _____ Condition of Plumbing (Copper?): _____

Any Recent Major Improvements to Building: _____

Please Indicate Your Availability to Review Completed Analysis: _____

Other Comments/Goals: _____

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