

Property Information Sheet

Raw Land

**Note: Bolded Questions Apply to “Quick Profitability Analyzers”**

Submitter's Name: \_\_\_\_\_ Date: \_\_\_\_\_

Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Fax: \_\_\_\_\_ Email: \_\_\_\_\_

Address/Location of Property: \_\_\_\_\_

City \_\_\_\_\_ County \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

If intersection, what quadrant: \_\_\_\_\_ Parcel Number: \_\_\_\_\_

Sellers Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Is Property Listed? \_\_\_Y\_\_\_N How many days? \_\_\_\_\_

Realtor's Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Cell Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Brokerage Firm: \_\_\_\_\_ Fax: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

**Asking Price:** \_\_\_\_\_ **# of Acres:** \_\_\_\_\_ **Cost/Acre:** \_\_\_\_\_

NOTE: One Acre Equals 43,560 Square Feet Asking Price/Square Foot: \_\_\_\_\_

Seller's Motivation: \_\_\_\_\_

How Asking Price Was Determined? \_\_\_\_\_

Market (“AS IS”) Value: \_\_\_\_\_ How Determined? \_\_\_\_\_

**Number of Useable acreage:** \_\_\_\_\_ How Determined? \_\_\_\_\_

What is the topography, (physical features), of the property? \_\_\_\_\_

What is the current zoning? \_\_\_\_\_ Best use of land? \_\_\_\_\_

If zoned residential, what is the “AS IS” maximum lot density allowed per acre? \_\_\_\_\_

**If we were to re-zone the property with a Residential component, what would the city/county allow as the maximum lot density per acre? (1) or less \_\_\_ (2) \_\_\_ (3) \_\_\_ (4) or more \_\_\_**

**If we are going to develop a Mixed Use community, (based upon conversations with the Broker/Seller), what percentage of the project would be best for Residential? \_\_\_\_\_**

**What percentage for Commercial? \_\_\_\_\_**

If **Residential**, what is the average price of a 2000 sq. ft. house in the area? \_\_\_\_\_

If **Residential**, what do after developed building lots sell for on average? \_\_\_\_\_

If **Commercial**, what do after developed commercial pads sell for per square foot? \_\_\_\_\_

Water/Sewer: (In place or available?) \_\_\_Y\_\_\_N If no, how far away? \_\_\_\_\_

Hi-way/Road access: \_\_\_Y\_\_\_N How Much? \_\_\_\_\_

Waterfront Acreage: \_\_\_Y\_\_\_N How Much? \_\_\_\_\_

Wooded acreage: \_\_\_Y\_\_\_N What Percentage? \_\_\_\_\_

Gas/Electric: (In place or available?) \_\_\_Y\_\_\_N If no, how far away? \_\_\_\_\_

Residential Sales Velocity: Building Permits Issued: \_\_\_\_\_ 1 yr ago \_\_\_\_\_ 3 yrs ago \_\_\_\_\_ 5 yrs ago

If **Residential**, how many building lots are expected to sell? \_\_\_\_\_ Monthly \_\_\_\_\_ Yearly

If **Commercial**, what is the expected sales velocity of **Commercial** pads? \_\_\_\_\_ Low \_\_\_\_\_ Medium

\_\_\_\_\_ High Explain: \_\_\_\_\_

What's the average time period for zoning change and entitlement approval? \_\_\_\_\_

Is there anything, other than the planning, zoning, and entitlement process, that would prevent us from beginning development of the property after close of escrow? \_\_\_Y\_\_\_N Explain: \_\_\_\_\_

Distance to nearest Wal-Mart? \_\_\_\_\_ Home Depot? \_\_\_\_\_ Lowes? \_\_\_\_\_

Is the property within the city limits? \_\_\_Y\_\_\_N If no, how far away? \_\_\_\_\_

What is the population of the city where the property is located? \_\_\_\_\_

What percentage was the city's growth rate over the last two years? \_\_\_\_\_

What is the distance to the nearest city that has a population greater than 50,000? \_\_\_\_\_

Is the city/county business/development friendly? \_\_\_Y\_\_\_N Explain: \_\_\_\_\_

Does the Seller have any plans submitted to the Planning Commission? \_\_\_Y\_\_\_N If yes, what?

Is there any infrastructure in place? \_\_\_Y\_\_\_N If yes explain: \_\_\_\_\_

Do you have photos of the property you can include? \_\_\_Y\_\_\_N

Is there short term Seller financing available? \_\_\_Y\_\_\_N All cash required? \_\_\_Y\_\_\_N

Is the Property owned "Free and Clear"? \_\_\_Y\_\_\_N

If debt is carried and financing is in place, really bear down on the Mortgage info:

Is the mortgage assumable? \_\_\_Y\_\_\_N What is the current interest rate? \_\_\_\_\_

What are the current terms? \_\_\_\_\_

Balloon?  Y  N When due? \_\_\_\_\_

<u>Mortgage Info</u>	<u>Mortgage</u>	<u>Monthly</u>	<u>Payment</u>	<u>Amount in Arrears?</u>
	<u>Balance?</u>	<u>Payment?</u>	<u>Current?</u>	
1st	_____	_____	<input type="checkbox"/> Y <input type="checkbox"/> N	_____
2nd	_____	_____	<input type="checkbox"/> Y <input type="checkbox"/> N	_____
3rd	_____	_____	<input type="checkbox"/> Y <input type="checkbox"/> N	_____

In Foreclosure?  Auction/Sale Date: \_\_\_\_\_ Bankruptcy?  Type:  7  11  13

\*\*\*\*AFTER REPAIR VALUE, (ARV), TO BE CALCULATED AFTER OBTAINING INFORMATION FROM THE **BOLD** QUESTIONS ABOVE\*\*\*\*

Note: All **Bold** items will be used in the “Quick Profitability Analyzer”

**After Developed Value:** \_\_\_\_\_ **\*\*Use Quick Profitability Analyzer\*\***

Exit Strategy: What Should be Done With the Property? \_\_\_\_\_

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Additional Comments and Supporting Evidence: \_\_\_\_\_

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\*\*Obtain at least (3) Sold “AS IS” Comps, in close proximity, of comparable size and zoning, so we can get a handle on determining the “AS IS” value of the subject property\*\*

\*\* Obtain at least (3) Sold “AFTER DEVELOPED” Comps, of comparable size and zoning, so we can get an indication of what we can expect to sell the After Developed Building Lots for\*\*

“AS IS” Comp Summary Table \*\*Please list your comps from the lowest to the highest values\*\*

AS IS Comps	Current Zoning	Number of Acres	Year Sold	Asking Price	Sold Price	Sold Price per Acre
(1)						
Complete Address:						
(2)						
Complete Address:						
(3)						
Complete Address:						
(4)						
Complete Address:						
(5)						
Complete Address:						
(6)						
Complete Address:						
Averages						

“ADV” Comp Summary Table \*\*Please list your comps from the lowest to the highest values\*\*

ADV Comps	Current Zoning	Number of Acres	Year Sold	Asking Price	Sold Price	Sold Price per Acre
(1)						
Complete Address:						
(2)						
Complete Address:						
(3)						
Complete Address:						
(4)						
Complete Address:						
(5)						
Complete Address:						
(6)						
Complete Address:						
Averages						