WORKSHEET

MAXIMUM ALLOWABLE OFFER (MAO) DEAL ANALYZER

Investment Property Evaluation Worksheet

1. PROPERTY INFORMATION.

Address: ______________________________________, City: __________________, County: __________________, State of ____________, ZIP: ____________.

Beds: ______ Baths: ______ Square feet: ____________ Year built: ________ Lot size: ____________.

Occupancy: ☐ Owner occupied ☐ Tenant occupied ☐ Vacant. Asking price: $____________ Analysis date: ____________

2. AFTER REPAIR VALUE (ARV) DETERMINATION. Use recently sold comparable properties (same neighborhood, similar size and condition after repairs, sold within the last 6 months where possible).

COMPARABLE SALE ADDRESS	SALE DATE	SALE PRICE	SQ FT	$ / SQ FT
Comp 1:		$		$
Comp 2:		$		$
Comp 3:		$		$
Average $ / sq ft of comps				**$**

Average $/sq ft $____________ x subject square feet ____________ = **Estimated ARV: $** ____________________

3. REPAIR ESTIMATE (QUICK SCOPE). Rough numbers are acceptable at the offer stage; verify with contractor bids during due diligence.

ITEM	ESTIMATED COST	ITEM	ESTIMATED COST
Roof	$	Flooring	$
HVAC	$	Paint (interior / exterior)	$
Kitchen	$	Exterior / landscaping	$
Bathrooms	$	Other: ____________	$
TOTAL ESTIMATED REPAIRS			**$**

4. MAO FORMULA. The Maximum Allowable Offer is the most that can be paid for the property while preserving the end buyer's margin and the assignment fee. The industry standard starting point is 70% of ARV; adjust up or down for the local market.

MAO = (ARV x ______ %) - Repairs - Assignment Fee

ARV $______________ x ______ % = $______________
Less total estimated repairs (Section 3): - $______________
Less target assignment fee: - $______________
MAXIMUM ALLOWABLE OFFER: $______________________

5. MARKET CALIBRATION CHECK. Recompute at alternate percentages to see the offer range for hotter or softer markets:
At 75% of ARV (competitive market): MAO = $______________ At 65% of ARV (soft market / heavy rehab): MAO = $______________

6. EXIT STRATEGY. ☐ Assign contract ☐ Double close ☐ Fix and flip ☐ Buy and hold rental ☐ Other: ______________________

7. NOTES.

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