

Parcel Number:

Address:

Seller:

Buyer:

Sale Date:

Sale Price:

(Please review the above information for accuracy)

How was the property marketed? _____ How Long? _____

What was the asking price? _____

How was the sale price determined? _____

Was this a sale between relatives/friends/business partners? _____ If yes, please detail.

Was either party compelled to buy or sell this property? _____

What, if any, personal property was included in the above sale price? _____

Was business value or goodwill included in the sale price? _____

Are there any plans to redevelop or change the use of this property? _____ If yes, explain.

Was payment in cash or financed under normal terms? _____ If not, explain.

Was this transaction part of a 1031 exchange? _____ If yes, explain

Was there any contamination on the property? _____ If yes, explain.

Please describe any other items you feel are relevant to the purchase of this property, which are not covered above.

Completed by: _____ Telephone #: _____ E-mail: _____

If this property was leased, please assist our office by completing the data below. This confidential information (WI Stats Ch70.47(7)(af)) will help us determine income, expenses and capitalization rates required on properties bought and sold in Madison. If a pro forma or operating statement is available, please submit them also.

Confidential Income and Expense Data

Potential Gross Income (PGI): (as fully occupied) \$ _____
Actual or Expected Vacancy Loss _____%

Other Income (i.e. laundry, parking, etc. not included in PGI) \$ _____

Effective Gross Income (EGI): \$ _____
(PGI less vacancy + plus other income)

Operating Expenses: (Provide individual expenses, if available)

- Admin/Management \$ _____
- Repairs/Maintenance \$ _____
- Utilities \$ _____
- Insurance \$ _____
- Real Estate Taxes \$ _____
- Replacement Reserves \$ _____
- Other (detail on back) \$ _____

Total Operating Expenses: \$ _____

Net Operating Income: (EGI less Operating Expenses) \$ _____

Above Information is for Year: _____

Information is: **Actual** or **Estimated**