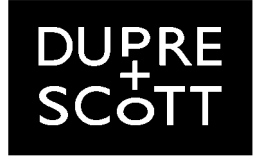


CBA-SALES.apartments Questionnaire



apartment advisors, inc

This survey of apartment sales is conducted for the Commercial Brokers Association (CBA) by Dupre + Scott
Please **EITHER** fax your detailed listing sheets for all 5+ unit apartment property sales in King, Pierce, and Snohomish counties you recently sold --- **OR** complete this questionnaire for each sale.
Fax to (206) 935-6763 --- or mail to Dupre + Scott, 4300 SW Holly St., Seattle, WA 98136

Property name _____ Address _____
 City/Zip _____ Sale date _____ Sale price _____
 Listing price _____ Was this a 1031 exchange for: Buyer Seller Neither

Please note any unusual factors either included/not included in the price (deduction for deferred maintenance, land sale, etc.):

MONTHLY INCOME

Assume 100% occupancy. Include manager's unit.

Unit Type	No.	Unit Size Min. - Max.	Avg. Size	At Time of Sale Average Rent	Est. Market Average Rent
Studios					
1 Bed					
2 Bed/1Ba					
2 Bed/2Ba					
3 Bed/1Ba					
3 Bed/2Ba					
Other					
Total Monthly Apartment Income:					
Monthly Commercial Income: _____					
Monthly Parking Income: _____					
Monthly Laundry Income: _____					
Monthly Utility Income: _____					
Other Monthly Income: _____					
Total Monthly Scheduled Gross Income: _____					
Vacancy %					
Total Monthly Collected Gross Income: _____					

ANNUAL EXPENSES

Exclude upgrading costs.

Expense Item	Annual Budget
Real Estate Taxes:	_____
Insurance:	_____
Utilities:	_____
Heat:	_____
Resident Management:	_____
Professional Management:	_____
Office Administration:	_____
Decorating/Turnover:	_____
Repairs & Maintenance:	_____
Pool/Recreation:	_____
Elevator:	_____
Landscaping:	_____
Marketing:	_____
Miscellaneous:	_____
Reserves for Replacement:	_____
Total Expenses:	_____

PROPERTY INFORMATION

Building Data	Utilities Paid By	Parking
Total Apartment Units: _____	Heat: Tenant <input type="checkbox"/> Owner <input type="checkbox"/>	No. Charge/space/mo.
Total Commercial Sq Ft: _____	Water/Sewer: Tenant <input type="checkbox"/> Owner <input type="checkbox"/>	Open: _____
Total Net Rentable Sq Ft: _____	Garbage: Tenant <input type="checkbox"/> Owner <input type="checkbox"/>	Carports: _____
Gross Building Sq Ft: _____	Amenities	Garage: _____
Year Built: _____	Dishwasher: Yes <input type="checkbox"/> No <input type="checkbox"/> Some <input type="checkbox"/>	Total: _____
No. of Stories: _____	Fireplace: Yes <input type="checkbox"/> No <input type="checkbox"/> Some <input type="checkbox"/>	
No. of Buildings: _____	Decks/Patios: Yes <input type="checkbox"/> No <input type="checkbox"/> Some <input type="checkbox"/>	
Roof: Pitch <input type="checkbox"/> Flat <input type="checkbox"/> Mansard <input type="checkbox"/>	Elevator: Yes <input type="checkbox"/> No <input type="checkbox"/>	
Building Exterior: Siding <input type="checkbox"/> Stucco <input type="checkbox"/> Brick <input type="checkbox"/>	Security: Intercom <input type="checkbox"/> Gate <input type="checkbox"/> None <input type="checkbox"/>	
Type of Heat: Elec. Baseboard <input type="checkbox"/> Gas/Oil <input type="checkbox"/>	Washer/dryer: In Unit <input type="checkbox"/> Hook-Ups <input type="checkbox"/> Common <input type="checkbox"/> None <input type="checkbox"/>	
Elec. Forced Air <input type="checkbox"/> Radiant <input type="checkbox"/>	Recreation: Pool <input type="checkbox"/> Clubhouse <input type="checkbox"/> Tennis Ct <input type="checkbox"/> None <input type="checkbox"/>	

FINANCING

Loan amount _____ Lender _____ New Loan Assumption Seller All Cash AITD
 Interest rate _____ Fixed Adjustable Amortization: _____ years Loan due in _____ years Payment _____/mo.

AGENT / BUYER / SELLER

Agent Name _____ Were you the: Listing Agent Selling Agent Phone _____

Thank you! If you have questions about the survey, please call (206) 935-3459.
Need more questionnaires? Visit our web site at www.dsaa.com