FOR FLIPPERS AND INVESTORS

# The Flip Deal Worksheet

Every number that decides a flip, on one page. Fill it in before you make an offer.

- ☐ **Purchase price**

  _____

- ☐ **Repairs, by trade**

  _____

- ☐ **Holding costs (months x monthly)**

  _____

- ☐ **Buying and closing costs**

  _____

- ☐ **After-repair value (ARV)**

  _____

### The 70 percent rule, stated honestly

Max offer = (ARV x 0.70) minus repairs minus holding and closing costs. The 30 percent covers profit, risk, and the things you have not found yet. A builder's read on repairs usually moves this number more than the ARV does.

### Five numbers that kill a flip

- Repairs guessed from photos instead of a walkthrough
- ARV taken from asking prices, not solds
- Holding costs undercounted (taxes, insurance, utilities, interest)
- Permits and scope changes left out of contingency
- Exit price set by hope instead of the last three sales on the street

Want this done for a real address? The Flip Deal Desk returns a builder's repair estimate, the ARV, and a go or no-go within 48 hours. Free.
**sahramcfarlane.com/invest/flip-deal-desk/**

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