

# 70% Rule Worksheet

ARV (After Repair Value)      \$ \_\_\_\_\_

1.    **Maximum Expenses**      \$ \_\_\_\_\_  
      *(.70 x ARV)*
2.    **Estimated Repairs**      (-) \_\_\_\_\_
3.    **Rehabber's Net Purchase Price**      = \_\_\_\_\_  
      *(Line 1 – Lines 2 = Line 3)*

## ADJUSTMENTS

4.    **Miscellaneous Expenses**      %      (-) \_\_\_\_\_  
      *(\_\_\_% x Line 3 = Line 4)*
5.    **Rehabber's Adjusted Purchase Price**      = \_\_\_\_\_  
      *(Line 3 – Line 4 = Line 5)*
6.    **Wholesale Fee**      (-) \_\_\_\_\_
7.    **MAO (Maximum Allowable Offer)**      = \_\_\_\_\_

### **\*NOTE\***

Any flexibility in MAO will usually come from your wholesale fee. Be sure to always leave a profit for your buyer or you'll soon find yourself out of the wholesale business.