



CASH FLOW & VALUATION WORKSHEET

INITIAL EQUITY INVESTMENT	\$
INVESTMENT PROPERTY INCOME	
Rental Income	\$
Plus: Other Income	\$
Gross Operating Income	\$
INVESTMENT PROPERTY OPERATING EXPENSES	
Property Management	\$
Repairs & Maintenance	\$
Utilities	\$
Accounting & Legal	\$
Property Insurance	\$
Real Estate Taxes	\$
Other	\$
Total Operating Expenses	\$
RETURN ON INVESTMENT	
Net Operating Income <small>(Gross Income – Total Expenses)</small>	\$
Less: Annual Debt Service	\$
Cash Flow Before Taxes	\$
Return on Initial Investment <small>(Cash Flow Before Taxes/Initial Equity Investment)</small>	%
CURRENT VALUE OF INVESTMENT PROPERTY	
Equity	\$
Debt	\$
Total Value <small>(Equity + Debt)</small>	\$
POTENTIAL INCOME ON CURRENT EQUITY <small>(Current Equity x Distribution Rate)</small>	
5% Distribution Rate	\$
5.5% Distribution Rate	\$
6% Distribution Rate	\$

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QUALIFYING QUESTIONS FOR 1031 EXCHANGE OPPORTUNITIES

Has the client listed the property? _____

Are they under contract? _____

What's the anticipated close date? _____

Are there extension options included in the sales contract? _____

Is there a non-refundable deposit in place? _____

Is the client set up with a Qualified Intermediary ("QI")? _____

If yes, who? _____

Is there 1031 language in the contract? _____

Has the client sold the property? _____

What was the close date? _____

What type of property? _____

How many days are left in the 45-day ID period? _____

What was the sales price? _____

How much equity? _____

How much debt? _____

How long has the client owned the property? _____

What's the current basis on the relinquished property? _____

What is the tax liability? _____

How was the relinquished property titled? _____

Trust, LLC, Individual, Joint Tenants, Partnership, etc.

Is the client accredited?

_____ \$200,000 individual/\$300,000 joint income (last two years)

_____ or \$1,000,000 net worth (exclusive of primary residence)

_____ or \$5,000,000 for tax-paying entities

_____ or other under Rule 501(a) of Regulation D

Is the property owned by an entity (LLC, Partnership, Trust, etc.)? _____

Does the entity have \$5 million of assets? _____

Who owns the entity? _____

Are each of the owners individually accredited with a \$1 million net worth (excluding personal/primary residence)? _____