

# ROOFS

- Tear off with plywood \$300 - \$350 per SQ
- Roll Over without plywood \$200-\$225 Sq
- Squares are calculated by multiplying the length times width to get number of square feet. One square is equal to 100 square feet.

# ROOF

- Valleys can require as much as 6 squares of shingles to replace.
- Dumpster costs. Shingles very heavy
- Cedar shake Removal very time consuming

# EXTERIOR PAINT

- Price contingent on condition of the surface, the amount of scraping, priming and Prep, the choice of colors and height of building.
- Price Range = \$1.50 to \$3.50
- Don't paint below 40 degrees
- Small single family house paint white.

# WINDOWS

- Replacement windows \$130-\$150 (20- 30 minutes to install)
- Broken Glass \$30 -\$40 per window for labor and materials
- Slider = \$750 -\$1000
- Count windows from outside and times by \$200
- If more than 50% other house have new.

# HEATING/PLUMBING

- \$2500 - \$3500 to replace heating unit keep duct work
- \$4500 -\$6500 to replace all. Additional cost would for Sheetrock and touch up paint.
- Use gas if possible
- Converting electrical heat /FHW w/BB  
2200sq ft \$7500/ 1600 sq ft \$6200

# HEATING

- \$3800 to replace boiler with no duct work

# ELECTRICAL

- Service upgrade - \$1500
- New Wiring in walls - \$1500
- Emergency lighting and code violations - \$500 to \$1000
- Rewire house - \$3500 X # of units

# Clean Out Costs

- 10 yard dumpster= \$150-\$250
- 30 yard dumpster = \$400-\$650

# Interior Painting

- \$1.00 per foot = ceiling and walls only
- \$1.50 per foot = Includes Trim
- Additional 50 cents for priming and miscellaneous patching

# Carpet and Vinyl

- Based on square yards (room length x width/9)
- \$15 per yard (6lb padding and higher grade than Builder)
- Vinyl \$12-\$14 per square yard.
- \$1 per yard for sub floor

# Appliances

- Reconditioned refrigerator = \$175
- Reconditioned Stove = \$175
- Dishwasher = \$150
- If your cabinets are 9 ft or more put in a Dishwasher
- **IF ANYONE KNOWS WERE THEY CAN GET THESE PRICES CALL ME @ 801-0117**

# Bathrooms

- Rule of Thumb: \$750 for materials + \$250 for framing walls + \$1000 labor = \$2000
- Vanities 24" with sink = \$100 + \$ 35 faucet
- 36" = \$180 + \$75
- 48" = \$350 + \$75
- Medicine Cabinets (24x24) = \$45
- Toilets = \$65 - \$95 with seat

# Bathrooms

- Bath tubs
- 5 ft fiberglass tub = \$100 - \$125
- Wall Kit = \$125
- Diverter & Shower head = \$175

# Exterior Vinyl Siding

- \$250 - \$300 per square (labor and materials)
- Price may vary based on the amount of Fascia, soffits and trim
- Average 1500 sq ft Cape = Installation in 3 days with 4 men

# Kitchen Cabinets

- Basic 72" starter set (upper and lower) List = \$1075 Disc = \$675 (Chadwood/Oak)
- 8" deep sink = \$89
- Counter top \$15 - \$16 per foot
- Basic 84" starter set (U & L) = \$800
- Basic 108" = \$1050
- Cabinets should never cost more than \$100 - \$125 per foot

# Kitchen ROT

- \$200 per foot installed, includes everything
- \$225 for raised white panels
- Double sink if you have 10ft or more
- **IF ANYONE KNOWS WHERE I CAN GET CABINETS AT THESE PRICES PLEASE CALL ME @ 801-0117**

# Doors

- Interior: 6 panel + jam = \$125 installed
- Exterior: Door and Jam = \$250
- Screen Door = \$160 Installed

# Lighting

- Interior ceiling lights \$15 - \$18 each
- Dining room, entry foyer chandelier \$55-\$80 (two tiered)

# Sheet Rock

- 2000 sq ft = 175 sheets
- \$65 per sheet totally ready for paint.

# Qualifying Buyers

- Part-time jobs (12months)
- Alimony
- Child support
- SSI
- Disability income
- Rental Income

# Calculate monthly debts

- Know creditor, type, original balance, current balance and monthly payment
- Auto loans, Credit Card Balances,
- Loans, Mortgage, LOC, Alimony , Child support, Wage garnishments

# Monthly Income

- To figure a buyer's monthly wage income, multiply the hourly rate x the total weekly hours worked x 52 weeks then divide by 12
- $\$10/\text{hr} \times 40\text{hrs}/\text{wk} = \$400$
- $\$400/\text{week} \times 52 \text{ weeks} = \$20,800 \text{ per year}$
- $\$20,800/\text{year} / 12 \text{ months} = 1,733$

# Debt Ratio

- Total monthly income x 33% = Front End

The front end ratio is the amount a bank will allow a borrower to have for housing expense if the overall personal debt is less than 8%

# Debt Ratio

- Total monthly income x 41% = Back End

The back end ratio is the borrower's total monthly debt (including housing expense).

This ratio can't exceed 41% of the income

Back End Ratio – Total Monthly debt =  
Adjusted Ratio

# Debt Ratio

- Buyers monthly payment must be equal to the lesser of the front end and the adjusted ratio

# Example

- Total monthly income \$4800
- Monthly debt \$490
- $\$4300 \times 33\% =$  front end      \$1419
- $\$4300 \times 41\% =$  back end      \$1763
- $\$1763 - \$490 =$  Adjusted      \$1273
- Qualified payment is \$1273

# Determine the monthly payment

- P & I
- PMI
- Property Tax
- Insurance
- See if the ratios are in the ballpark

# What you need from buyer

- One full month of pay stubs
- 2 years W2
- 2 months bank statements.

# What do you do if they have Broker

- Nothing?
- Put feet to fire, demand the information or you will not sign agreement
- Tri- merged credit report.