

# STANDARD MARKETING MEETING PRESENTATION FORM



CONTROL: \_\_\_\_\_ Exclusive \_\_\_\_\_ Exclusive Agency \_\_\_\_\_ Principal

TITLE/HEADING OF OFFER: \_\_\_\_\_ Value: \$ \_\_\_\_\_

PROPERTY TYPE: \_\_\_\_\_ Loan: \$ \_\_\_\_\_

PROPERTY DESCRIPTION: \_\_\_\_\_ Equity: \$ \_\_\_\_\_

LOCATION: \_\_\_\_\_

BENEFITS TO NEW OWNER: \_\_\_\_\_

INCOME/EXPENSES:		<u>ACTUAL-PRIOR YEAR</u>	<u>PROJECTED-CURRENT YEAR</u>
Gross Scheduled Income	GSI	_____	_____
Vacancy	(-) VAC	_____	_____
Gross Operating Income	GOI	_____	_____
Operating Expenses	(-) EXP	_____	_____
Net Operating Income	NOI	_____	_____
Debt Service	(-) DBT	_____	_____
CASHFLOW		_____	_____
CAP RATE		_____	_____

## ENCUMBRANCES:

	<u>Balances</u>	<u>Accurate as of Date</u>	<u>Payment</u>	<u>Interest Rate %</u>	<u>Loan Due</u>
Loan 1	_____	_____/_____/_____	_____	_____	_____/_____/_____
Loan 2	_____	_____/_____/_____	_____	_____	_____/_____/_____

BENEFITS SOUGHT BY OWNER: \_\_\_\_\_

CAN ADD (Additional Real Estate, Cash, and Personal Property) to Complete Transaction: \_\_\_\_\_

REMARKS: \_\_\_\_\_

CAN BE REFINANCED FOR: \$ \_\_\_\_\_

OWNER: \_\_\_\_\_ OCCUPATION: \_\_\_\_\_

BROKER/AGENT: \_\_\_\_\_ PHONE: \_\_\_\_\_

FIRM: \_\_\_\_\_ FAX: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ EMAIL: \_\_\_\_\_

**NOTE: Additional Back-Up Material to be provided in Back-Up Package**  
**To submit form, fax it to NYSCAR office (Fax: 518-462-5474) or Email to [info@nyscar.org](mailto:info@nyscar.org)**  
**or [cegan@nysar.com](mailto:cegan@nysar.com).**

Please submit by **June 9, 2025** so that your property is included in the marketing book.