

REI BLUEPRINT
PRESENTS

90 DAYS TO CASH



3 DAY IMMERSION

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INTRODUCTION TO THE REI BLUEPRINT 3 DAY BOOTCAMP

WELCOME!

We are super excited that you are taking massive action towards creating a life of financial freedom. We have done all the work for you, now all you need to do is use our Step-by-Step Blueprint to make your vision a reality.

We are glad you plan to join us for this exciting and information-packed three days! Our 3 Day Bootcamp will encourage you to take massive action towards your Real Estate Investing business. Over the course of the event, we will cover the 5 steps of becoming a master investor in today's market:

1. Marketing to get deals
2. How to evaluate a deal / How to estimate repairs
3. Mastering the homeowner appointment and getting the contract signed
4. Knowing your exit strategies and how to structure them
5. Closing the deal and finding the money

We have found that the best way to get started and learn real estate investing is to fully immerse yourself in the process. Commit to the training and completing all tasks and steps as they come.

A word of caution! Make sure that you are taking each step as they are laid out. It is fine to know what is coming up, but DO NOT focus on Step 7 without having completed STEP 1. We have designed this bootcamp to get you fully prepared for each stage. Trust in the process and you will have huge success!

Do not be overwhelmed. You've got this! Taking the time to set up your business properly will save you headaches down the road.

WEEKLY ACTION PLANS

Over the course of the next several weeks, we are going to be setting you up for success by sending you weekly action plans to make sure you are fully prepared for our information packed 3-Day Event.

To make sure you are fully prepared, please review the Weekly Action Plan training videos prior to the start of the event. If you encounter any questions or issues, document them as there is time set aside during the event for question and answers. Any additional questions can be posted on our Facebook page [HERE](#).

WEEK 1 ACTION PLAN: CREATING YOUR BUSINESS VISION

This week's action plan assignment is focusing on creating your business vision. If you have a clear business vision, you are able to create a business that will serve you rather than you serving it. Please take the time to answer each question carefully and remove any and all filters. (Pretend you are 7 years old and creating your Christmas wish list!) Answer all questions thoroughly and make sure to phrase them as present tense, as opposed to future tense, i.e. I am, I have, I live, etc.



BUSINESS VISION: GENERAL INFORMATION

Having a clear **business vision**, a mental image of what you want your business to be, based on your personal vision and goals, is the most important step in creating a successful business. You must know where you are going in order to know how to get there.

There are numerous questions to consider when creating your business vision (those questions are listed below). Each question is designed to get you to think about all aspects of your business, from its purpose, to how it will feed your life and personal vision. When answering each question, make sure to not apply any filters. This is what you want your business to look like, not what your business has to look like right now. Also make sure to write the answer to each question in the present, not future tense, i.e. I am, I have, I work, etc. This allows you to start manifesting the items you have laid out.

When you have completed writing your vision, you will now utilize it as a tool for filtering all business decisions in the future. When you reach a crossroads or need to make a decision in your business, you will ask yourself, “Does this further my vision or does this take me away from it?”

BUSINESS VISION: BUILDING QUESTIONS

Question 1: What is the purpose of my business?

Question 2: What is the end game for my business?

Question 3: What is my role in the business?

Question 4: How many hours a week will I work?

Question 5: How many employees do I have?

Question 6: How much does this business pay me?

Question 7: Am I geographically free?

Question 8: Do I work from home or do I have an office?

WEEK 2 ACTION PLAN: CREATING YOUR MARKETING CALENDAR

This week's action plan assignment is focusing on creating a [marketing calendar](#) for your business. Having a clear plan and assigning blocks of time each week to send out and complete your marketing will not only create consistency but will also allow you to create stability in your business. Linked below are detailed instructions, a blank calendar to use, as well as tips and tricks for creating a sustainable plan. Be sure to allow time for any unexpected situations and make adjustments accordingly!



MARKETING CALENDAR: GENERAL INFORMATION

Consistency in your marketing is the key to success in investing. As we have stated before, marketing is a numbers game. You have to reach out to a certain amount of people in order to yield specific projectable results. Because of this, you must make sure that you are completing each marketing touch for each lead, each week. One of the biggest mistakes we see with investors is that when they start to get deals coming in, they neglect their marketing and the leads and deals dry up. Filling your pipeline with consistent leads and marketing to those is imperative.

One way to insure this happens is to create a marketing calendar for yourself. Setting aside blocks of time, dedicated to accomplishing your marketing touches each week will allow you to consistently follow up with leads and close more deals. These times are non-negotiable. Just like you need to be at your J.O.B. at 8 am each morning, you will treat these times the same. If you assign yourself to the task to make outbound calls at 6:30 pm on Tuesday nights, you have to make those calls at that time. No excuses, no interruptions. Each task that you complete is money in your pocket so treat it with that level of importance.

MARKETING CALENDAR: GETTING STARTED

You will start by reviewing your selected marketing campaign to identify all tasks that need to be completed to market to leads, i.e. pull data, skip trace, outbound calls, mail letters etc. as well as suggested times for completing those tasks. Next you will examine your personal calendar to identify times during the week you are available to complete tasks. Make sure to include varying times during the day to make calls and complete your door knocking. Overshoot in the beginning the amount of time to complete a task until you establish process and procedures. You want to make sure you have enough time to get your marketing tasks completed.

Please note that you will be making adjustments to the calendar as you become familiar with the marketing processes and campaign. You may have to adjust times and durations to fit your schedule. The goal is to accomplish all marketing touches for each lead following the campaign timeline set out in the course. As long as this is done, you are doing great!

A final note to consider, as you are creating your marketing calendar, any items that can and or will in the future be outsourced to a 3rd party, VA or Marketing Assistant should be earmarked. VA's, automated programs and 3rd party marketing resources can free up a lot of time and increase profits. A sample Marketing Calendar as well as a [fillable calendar](#) can be found below.

MARKETING CALENDAR: SAMPLE CALENDAR

Time	Day 1	Day 2	Day 3	Day 4	Day 5
8 am		Sends Facebook Message		Send Facebook Message	
9 am					
10 am	Leads Pulled and Skipped Traced	Call All Working Numbers			
11 am					Call All Working Numbers
12 pm	Inputs leads in CRM and cues Ringless Voicemail and Emails. Updates with working numbers				Call All Working Numbers (This should be a weekend day)
1 pm					
2 pm	Send Letters		Send Email		
3 pm		Send Email	Call All Working Numbers	Send Email	Send Email
4 pm					
5 pm				Call All Working Numbers	
6 pm	Call All Working Numbers		Door Knock (Leave door tag if no answer)		
7 pm					

Incoming Calls, Voicemails, Facebook Messages, Emails and Letters will be checked and replied to as they come in.

Calendar Key			
	Tasks Completed by Virtual Assistant		Tasks Completed by Marketing Assistant
	Tasks Completed by 3 rd Party Resources, i.e. CRM		Tasks Completed by You

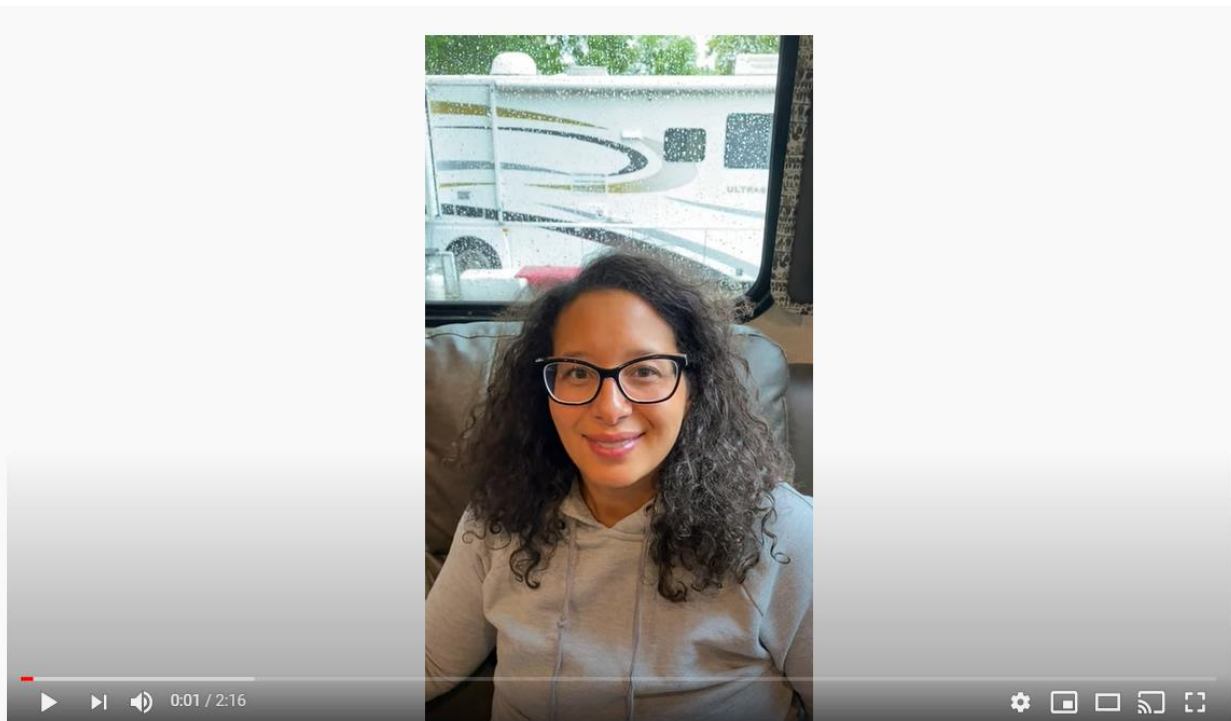
MARKETING CALENDAR: FILLABLE CALENDAR

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6:00am							
7:00am							
8:00am							
9:00am							
10:00am							
11:00am							
12:00pm							
1:00pm							
2:00pm							
3:00pm							
4:00pm							
5:00pm							
6:00pm							
7:00pm							
8:00pm							
9:00pm							
10:00pm							

WEEK 3 ACTION PLAN: DETERMINING YOUR MARKETING AREA

This week's action plan items are going to focus on **determining your marketing area**. The goal of any marketing strategy is to cast a wide net and bring in as many leads as you can! When determining your marketing area, remember a few key items:

- Consider your driving radius (length of time you are willing to drive for leads/properties) - we recommend 1 hour
- Use mapping radius tools to identify all counties and zip codes in that area
- Do not filter your data by anything other than war zones! (High crime areas)
- Do not research your data!!! Your goal is to get as many leads as possible!



MARKETING AREA: GETTING STARTED

As we always say, real estate investing is a numbers game; you need to get in contact with as many leads as possible to lock down a deal and get that profit check in hand! That being said, you don't want to just willy-nilly send out marketing with no focus in mind. The best approach is to strategically plan where you are going to focus your marketing and target that area. To determine where you would like to target, ask yourself: **How Far Am I Willing to Drive?**

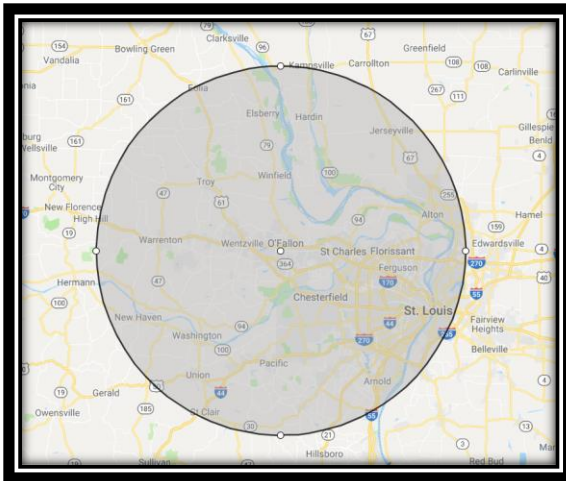
This is a very important question to ask yourself, so make sure you think long and hard about it. You are going to be making this drive more than once; meeting the owner, completing walk throughs and, depending on your exit strategy, you may be making the drive several times a week to supervise contractors and get bids.

Some people love the open road and could spend hours in their car every day, while others, like myself, get irritated having to drive to the front of the cul-de-sac to pick up the mail! (Hey I get it, it is much easier for the mailman to go to one location and drop off all the mail, but why can't they put it through the mail slot in my house! I miss the good old days! ...But I digress)

Consider your tolerance level for travel as well as your overall time commitment for managing projects. We recommend an hour driving radius. You may need to extend or reduce this time frame if you are in a rural community or a busy city. Just make sure you consider your time availability and tolerance for being in the car.

Once you have decided how far you are willing to drive, use a radius map or radius map app such <https://www.mapdevelopers.com/draw-circle-tool.php> to determine the locations in your area that are within your preferred driving distance. For the example below, I created a 35-mile driving radius from our office location (with St. Louis traffic, that equals an hour!).

Fig. 1.1: Sample Driving Radius



Next, determine the counties located within your driving radius. Finally, collect a list of all cities and zip codes within those counties.

Make sure that you are not filtering by too much! (Remember the “Real Estate Investing is a Numbers Game” thing...I told you I say it a lot!) You need leads to get deals. That being said, you do want to pay close attention to the zip codes you are pulling. When pulling zip codes, you may find yourself with a list of cities located in what we term, **War Zones**, or areas you would not walk after dark. (You know the areas the opening scenes of Law and Order are shot at. Can you hear the theme song? Can you say BEST SHOW EVER!!!!) Depending on your location, you may have to take this additional step as well.

DO NOT filter by anything other than war zones. If you get a house under contract in a less desirable area, you can always refer that property to another investor or wholesale the deal. Just because you may not want the property does not mean another investor or buyer will not.

I know I keep beating a dead horse here, but I want to say it one more time and then I will shut up: **too many filters eliminates too much data and too many deals.** Do not just focus on high dollar areas or houses in great school districts. Although there are definitely deals to be found in these areas, everyone and their brother will be trying to lock these down! Cast your net wide and refer any deals you don't want to another investor, while still cashing a check for the referral!

WEEK 4 ACTION PLAN: EVALUATING YOUR FINANCIAL RESOURCES

This week's action plan items are going to focus on evaluating your financial resources. Every business requires some sort of startup capital to operate. Analyzing and planning your available resources currently and in the future will enable you to grow and scale your business. A few expenses to consider when evaluating your resources:

- Operating Costs; i.e. marketing supplies, phone, gas, etc.
- Business expenses; i.e. bookkeeper, accountant, taxes, etc.
- Continuing Education; i.e. REIA membership, training, mentorship/coaching
- Automation/Delegation; i.e. auto dialer, virtual assistant, answering service

Not all of the above expenses may be relevant right now. For example, as you close deals and/or invest resources back in your business you may start to consider delegating tasks to free up your time to focus on high dollar tasks. Knowing and planning for these expenses now, will enable you to implement them quicker.



Delegation Resource Recommendations

Service/Provider	Resource Link	Set Up
Ringless Voicemail	<ul style="list-style-type: none"> • REI Blackbook • Slybroadcast (Use Referral code REI to receive 100 free minutes) • Call Fire 	<input type="checkbox"/> yes <input type="checkbox"/> no
CRM (Contact Relationship Manager)	<ul style="list-style-type: none"> • REI Blackbook • Podio • Realeflow • Mojo 	<input type="checkbox"/> yes <input type="checkbox"/> no
Skip Trace Provider	<ul style="list-style-type: none"> • IDI • Lexisnexis • TLO • Peoplelooker 	<input type="checkbox"/> yes <input type="checkbox"/> no
Virtual Assistant	<ul style="list-style-type: none"> • Upwork • VANetworking • Zirtual 	<input type="checkbox"/> yes <input type="checkbox"/> no
Answering Service	<ul style="list-style-type: none"> • Patlive (receive a 5% discount) • Voicenation • Call Ruby 	<input type="checkbox"/> yes <input type="checkbox"/> no
Dialer Service	<ul style="list-style-type: none"> • Mojo 	<input type="checkbox"/> yes <input type="checkbox"/> no
Google Voice Number	<ul style="list-style-type: none"> • GoogleVoice 	<input type="checkbox"/> yes <input type="checkbox"/> no

DETERMINING YOUR DOLLAR PER HOUR

DOLLAR PER HOUR EXERCISE

How much do you want this business to pay you? It is probably the one question you are all asking yourselves. Most people do not take on another career for funzies right? You have taken on this business to create a life of financial freedom and that requires an understanding on what it will take for you to live that life.

To determine what your business will need to pay you, you will need to have a clear understanding of what it will cost to live your personal vision. If your personal vision contains taking a trip a month and/or working remotely from exotic beach, and/or donating time and resources to charitable causes, make sure you tabulate all of these items along with your living expenses to reach the amount it will cost you to live your vision for a year.

Step 1: Calculate how much you need to make in a year

- What do you want to make in a year? \$ _____

Step 2: Using your life calendar you created, determine how many hours you will work in a week.

- How many hours do you want to work a week? \$ _____

Step 3: Take the amount you want to make in a year and divide by 52 (weeks in a year), this is your weekly income

- Amount to make in a Year \$ _____ (\div) 52 weeks = \$ _____ (weekly Income)

Step 4: Take your weekly income and divide by the number of hours you want to work in a week. This is your Dollar Per Hour!

- Weekly Income \$ _____ (\div) Hours You Want to Work \$ _____ =
\$ _____ Dollar Per Hour

MAKING ROOM FOR YOUR LIFE

As discussed previously in your Week 2 Action Plan, creating a plan for your marketing is key to create consistency and success. But how much time do you have each week to do your marketing? We know people say there is 24 hours in a day, but trust me you are going to want to make time to sleep! LOL

The main goal in creating your business is to have the freedom to create a life that you want to live. Time to spend with family, time to enjoy hobbies and creating lasting memories. You do not wind up trading a 40 hour a week job for another 40 hour a week job under the guise of owning your own business. Planning from the beginning for a business that will ultimately serve you is imperative to not fall into this common trap.

In order to figure out how much work time you will be designing your business around we need to figure out how much time you have currently and ultimately how much time you will have to work on your business. To begin this process, you will first take the below blank calendar and begin filling in all of the personal commitments you have on a weekly basis currently. These may include but are not limited to; hours spent at work, hours spent with family, personal commitments, etc.

Next, create your perfect world calendar or [life calendar](#). Start with all of your personal commitments first; i.e. time spent with family, time spent on personal passions and commitments etc. These could include; reading to kids, practicing an instrument, date night, etc. Remember to not put any filters or outside expectations on your activities especially the, “I have to make sure I work 8 hours a day” filter. This is your ideal life calendar and what you would want to be spending your time on.

Now that you have created your ideal life calendar. Look for places where you have holes in your schedule. These are now the times you have available to work. For instance, on my sample calendar included below I have approximately 16 hours to work each week. I designed my business to run during these 16 hours each.

Now don't panic! Your original calendar with all your current commitments is what you will be making your marketing calendar off of. Your new life, no filters, calendar is what you will design your business to fulfill!

LIFE CALENDAR: SAMPLE CALENDAR

	SUN	MON	TUE	WED	THU	FRI	SAT
6:00-6:59 AM							
7 AM		Get Kids Ready for School 7 - 8am	Get Kids Ready for School 7 - 8am	Get Kids Ready for School 7 - 8am	Get Kids Ready for School 7 - 8am	Get Kids Ready for School 7 - 8am	
8 AM		Kids to School, 8am	Kids to School, 8am	Kids to School, 8am	Kids to School, 8am	Kids to School, 8am	
9 AM		Self Improvement 8:30 - 9:30am	Self Improvement 8:30 - 9:30am	Self Improvement 8:30 - 9:30am	Self Improvement 8:30 - 9:30am	Self Improvement 8:30 - 9:30am	
10 AM	Church 9am - 12pm	Work with Team at Office 10am - 2pm	Work with Team at Office 10am - 2pm	Work with Team at Office 10am - 2pm	Work with Team at Office 10am - 2pm	Spa/Pamper 10 - 11:30am	Family Activity 9am - 9pm
11 AM							
12 PM						Volunteer at Kid's School 12 - 1pm	
1 PM							
2 PM		Gym 2 - 3pm	Gym 2 - 3pm	Gym 2 - 3pm	Gym 2 - 3pm	Gym 2 - 3pm	
3 PM							
4 PM		Pick Up Kids at School, 3:30pm	Pick Up Kids at School, 3:30pm	Pick Up Kids at School, 3:30pm	Pick Up Kids at School, 3:30pm	Pick Up Kids at School, 3:30pm	
5 PM		Homework with Kids 4 - 5pm	Homework with Kids 4 - 5pm	Homework with Kids 4 - 5pm	Homework with Kids 4 - 5pm	Homework with Kids 4 - 5pm	
6 PM		Cook Dinner 5 - 6pm	Cook Dinner 5 - 6pm	Cook Dinner 5 - 6pm	Cook Dinner 5 - 6pm	Cook Dinner 5 - 6pm	Cook Dinner 5 - 6pm
7 PM				Date Night 6:30 - 7:30pm			
8 PM		Kids to Bed 8 - 9pm	Kids to Bed 8 - 9pm	Kids to Bed 8 - 9pm	Kids to Bed 8 - 9pm	Kids to Bed 8 - 9pm	Kids to Bed 8 - 9pm
9 PM		Unwind from Day 9 - 10pm	Unwind from Day 9 - 10pm	Unwind from Day 9 - 10pm	Unwind from Day 9 - 10pm	Unwind from Day 9 - 10pm	Unwind from Day 9 - 10pm
10 PM							

LIFE CALENDAR: FILLABLE CALENDAR

	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
6:00am							
7:00am							
8:00am							
9:00am							
10:00am							
11:00am							
12:00pm							
1:00pm							
2:00pm							
3:00pm							
4:00pm							
5:00pm							
6:00pm							
7:00pm							
8:00pm							
9:00pm							
10:00pm							

KEY METRICS

TRACKING KEY METRICS

How do you know if your marketing is working at its highest potential? How do you know if every lead is getting maximized? How do you know if you need to make any tweaks to increase sales? The answer is you need to track your key metrics!!!

So, what are key metrics? **Key Metrics** are quantifiable measures that a company uses to measure performance. All companies use them to make educated projections for future revenue as well as to adjust and make fixes.

Think of your business as an assembly line. Each individual part is responsible for yielding a certain result. A certain number of letters should yield a certain number of phone calls. Those calls should yield a certain number of appointments. Those appointments should yield a certain number of accepted contracts, and so on. The way to make sure this is happening is to keep track of all the different tasks in between and their results.

The key metrics that you will want to keep track of are:

- Total Marketing Pieces Sent Out
 - Mail
 - Facebook Messages
 - Email
 - LinkedIn
 - Etc.
- Marketing Inbound Responses
 - Incoming Calls
 - Facebook Replies
 - Email Replies
 - Etc.
- Conversations Had
- Appointments Set
- Appointments Attended
- Offers Made
- Offers Accepted
- Deals Closed

Each week you will fill out a [Key Metrics Score Card](#), a record used to measure achievement and progress toward a particular goal, containing both projections for metrics as well as listing the actual results you are seeing. You will then review and make changes accordingly.

Key Marketing Metrics

Tracking Category	Sub Category	Projected	Actual
Marketing Out	Mail		
	Facebook Messages		
	Emails		
	LinkedIn Messages		
	Outbound Calls		
	Door Tags		
	Ads Posted		
	Flyers		
Inbound Response	Inbound Calls		
	Replies to Facebook Messages		
	Replies to Emails		
	Replies to LinkedIn Messages		
	Answered Calls		
	Answered Doors		
	Replies to Ads		
Conversations Had			
Appointments Set			
Appointments Attended			
Offers Made			
Offers Accepted			
Deals Closed			

ESTIMATING REPAIR COSTS

ESTIMATING REPAIRS

Being secure in your numbers makes the difference between a profitable deal and one that you have to bring money to the closing table. Something you definitely do not want to have to do! Having a checklist can help save time money and a huge headache in the end.

When evaluating properties, you have two key numbers/figures to consider when tabulating your **Maximum Allowable Offer (MAO)** price. First, you will need to determine what the house will be worth after you update the property and place it on the market, something we refer to as **After Repair Value (ARV)**. Next, you will determine the property repairs and improvements that need to be made and calculate their cost. Once those are determined you will use the offer price formula (ARV price (X) 60%) minus (-) repairs price = MAO

Example MAO Calculation:

ARV (After Repair Value)	\$200,000
Repair Costs	\$50,000
(\$200,00 X .60) - \$50,000 =	
Maximum Allowable Offer (MAO) = \$70,000	

As you can see, being able to determine not only the repairs needed to complete a project but also the cost of those repairs is key. Utilizing a [Repair Cost Estimator](#) checklist to ensure all repairs are accounted for is imperative. This checklist will also help with base line pricing estimates for common repairs. You will want to research on your own these common items to make adjustments based on common prices in your area. Another useful tip is to make sure to allow room in your budget for overruns and unexpected repairs. We recommend adding in a 15% overage, but you may want to add additional funds until you become more familiar with repair costs and estimates.

Using your **Repair Cost Estimator**, you will start by evaluating the major mechanical systems in the house (biggest expenses), these may include but are not limited to:

- Foundation
- Electrical
- Plumbing
- Roof
- HVAC (air conditioner/furnace)
- Sewer Lateral
- Etc.

Next you will look at cosmetic repairs, these may include:

- Cabinets
- Floors
- Paint
- Etc.

Once completed, you will add in your miscellaneous cost overage and arrive at your Repair Costs.

Don't be overwhelmed with this in the beginning. If you are unsure of any costs or pricing, talk with fellow investors at your REIA or discuss with your coach or mentor. You may also want to research costs at the local hardware stores for supplies. Finally, don't be afraid to get bids for contractors and tradesmen as you can start forming relationships with them and arrive at accurate pricing. If you are still feeling unsure, bump up your miscellaneous costs percentage so you are prepared and not caught off guard.

REPAIR COST ESTIMATOR

Property Address: _____

Exterior				
Item	Unit	Item Cost	Quantity	Your Cost
Roof: Tear-off / Replace	Square	\$350.00		\$0.00
Vinyl Siding	Square	\$350.00		\$0.00
Exterior Painting	Square	\$250.00		\$0.00
Windows	Each	\$350.00		\$0.00
2-Car Garage Door with Opener	Each	\$1,250.00		\$0.00
Build 2-Car Garage (not including concrete)	Each	\$20,000.00		\$0.00
Light Landscaping & Yard Cleanup	Each	\$1,000.00		\$0.00
Exterior Doors with Storm Door	Each	\$500.00		\$0.00
Concrete	Sq Foot	\$9.00		\$0.00
New Front Stoop - Concrete 3 Step	Each	\$500.00		\$0.00
Additional Item				\$0.00
Additional Item				\$0.00
Subtotal:				\$0.00

Interior				
Item	Unit	Item Cost	Amount	Your Cost
Demolition	Per Dumpster	\$1,000.00		\$0.00
Interior Painting	Sq Foot of house	\$3.50		\$0.00
Flooring	Sq Foot of house	\$4.50		\$0.00
Kitchen - Medium	Each	\$7,000.00		\$0.00
Appliance Package (Fridge, oven, microwave, dishwasher)		\$2,500.00		\$0.00
Bathroom: Full	Each	\$3,000.00		\$0.00
Interior Doors with Trim	Each	\$250.00		\$0.00
Drywall	Sq Foot	\$1.50		\$0.00
Basement				\$0.00
Rec Room	Each	\$10,000.00		\$0.00
Foundation Repairs	Per Wall	\$7,000.00		\$0.00
Mechanicals				\$0.00
Furnace Inspection	Each	\$300.00		\$0.00
Furnace Replacement	Each	\$2,500.00		\$0.00
A/C Unit	Each	\$2,500.00		\$0.00
Hot Water Heater	Each	\$1,300.00		\$0.00
Professional Services				\$0.00
Electrical Receptacles, switches, fixtures		\$1,000.00		\$0.00
Electrical Panel		\$2,000.00		\$0.00
Electrical Full Rewire	Per Floor	\$3,000.00		\$0.00
Plumbing: Repairs, Shut-offs, Fixtures		\$800.00		\$0.00
Plumbing: Replumb entire house		\$4,000.00		\$0.00
Final Cleaning		\$500.00		\$0.00
Staging		\$2,000.00		\$0.00
Additional Item				\$0.00
Additional Item				\$0.00
Subtotal:				\$0.00

Exterior + Interior:			\$0.00
Miscellaneous Costs			15% \$0.00
Covers things such as: door knobs, hinges, trim, vent covers, permits, light fixtures outlet covers, closet systems, some window treatments, etc.			Total Repair Costs: \$0.00