

# Real Estate by the Numbers Master File



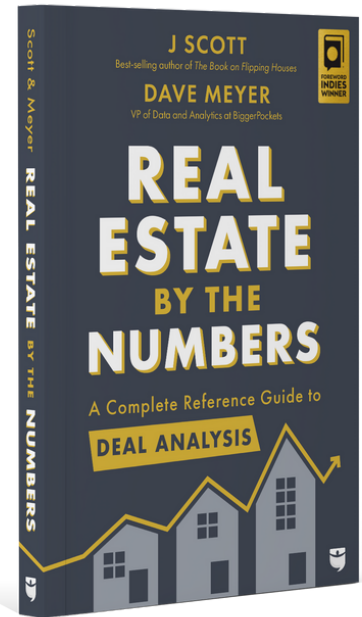
**J Scott & Dave Meyer**

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Use this [magic link](#) to get a free physical copy of *Real Estate by the Numbers: A Complete Reference Guide to Deal Analysis* (originally a \$21.70 value, but this is yours free for becoming a BiggerPockets Pro Member!). Your discount will be applied on the checkout page. Whether you're looking to purchase your first rental property, scale a portfolio, or evaluate massive syndication deals, every great real estate deal comes down to a few key metrics. From cash flow to compound interest, *Real Estate by the Numbers* makes it easy for anyone to master the concepts that form the foundation of real estate investing.

J Scott—best-selling author of four business books—and Dave Meyer—Head of Market Intelligence at BiggerPockets and author—combine their data-driven investing experience to teach you everything you need to analyze deals, track your progress, and think like a professional investor. *Real Estate by the Numbers* makes real estate math easy, and real-world examples from the authors' own portfolios will help you put these equations into practice. Not only will you maximize your returns, but you can build a personalized strategy and adapt it to changing market conditions. *Real Estate by the Numbers* is the real estate reference guide that you'll come back to time and time again!

Link to Excel spreadsheet [Run the Numbers Excel master file](#). This file provides a full picture of deal analysis, including everything from the math behind leverage to cash flow calculations, and more! The files is a companion spreadsheet to *Real Estate by the Numbers* (also a bonus), so it provides crucial and helpful context to the math in the book.



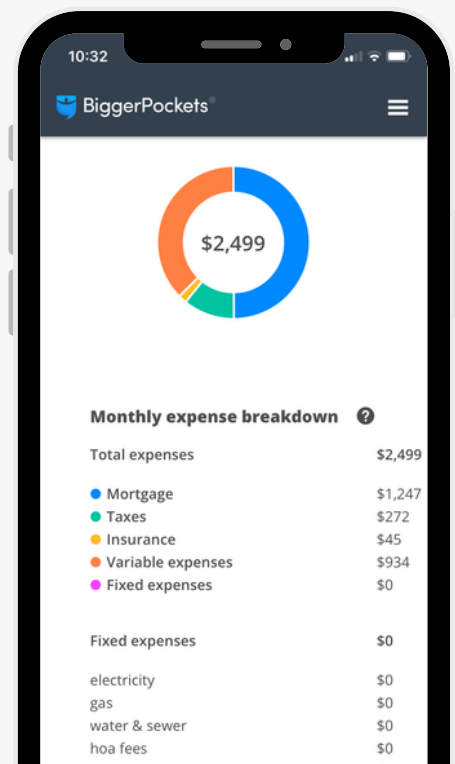
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**GET THE SPREADSHEET**



All images in Chapter 3 derived from these 2 tables

**PROFIT & LOSS STATEMENT - GREAT FLIPS, LLC**  
For the Fiscal Year 2022 (Jan. 1–Dec. 31, 2022)

INCOME	
Revenue Source #1	\$ -
Revenue Source #2	\$ -
...	
<b>TOTAL INCOME:</b>	<b>\$ -</b>
Cost of Goods Sold (COGS) #1	\$ -
Cost of Goods Sold (COGS) #2	\$ -
...	
<b>TOTAL COGS:</b>	<b>\$ -</b>
<b>GROSS PROFIT:</b>	<b>\$ -</b>
EXPENSES	
Expense Source #1	\$ -
Expense Source #2	\$ -
...	
<b>TOTAL OPERATING EXPENSES:</b>	<b>\$ -</b>
<b>OPERATING INCOME:</b>	<b>\$ -</b>

**PROFIT & LOSS STATEMENT - GREAT FLIPS, LLC**  
For the Fiscal Year 2022 (Jan. 1–Dec. 31, 2022)

INCOME	
Revenue from Sale of Properties	\$ 375,000.00
Revenue from Commissions	\$ 25,000.00
...	
<b>TOTAL INCOME</b>	<b>\$ 400,000.00</b>
Property Purchase Costs	\$ 120,000.00
Rehab Labor	\$ 75,000.00
Rehab Materials	\$ 30,000.00
Closing Costs	\$ 6,000.00
<b>TOTAL COGS</b>	<b>\$ 231,000.00</b>
<b>GROSS PROFIT</b>	<b>\$ 169,000.00</b>
EXPENSES	
Rent	\$ 7,200.00
Owner Salary	\$ 50,000.00
Insurance	\$ 2,500.00
Office Supplies	\$ 300.00
Tools	\$ 2,200.00
Utilities	\$ 1,800.00
<b>TOTAL OPERATING EXPENSES:</b>	<b>\$ 64,000.00</b>
<b>OPERATING INCOME:</b>	<b>\$ 105,000.00</b>
2022 Taxes	\$ 21,000.00
<b>NET INCOME:</b>	<b>\$ 84,000.00</b>
Gross Profit Margin	42.3%
Operating Profit Margin	26.3%
Net Profit Margin	21.0%

**Personal Financial**

- 1. Assets
- 2. Liabilities
- 3. Full PFS

PER

Asset

**Cash or Cash**

- Cash on Hand
- Bank - Checking
- Money Owed from

**Retirement**

- Self-Directed IR

**Investments**

- Stocks
- Bonds

**Business Int**

- ABC Propert

**Real/Person**

- Personal Re
- 2013 Hond
- Furniture a
- Jewelry

**Assets To**

Investable AS

INVESTABLE  
As of

Monthly Incor  
Desired Reser  
Required Res

Liquid Assets  
Required Res

Investable

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00.00  
00.00  
24,200.00  
20,000.00  
4,200.00

1,043  
9,33  
6,25  
4.1  
8.  
7

7,552.33 9,811.78 1,587.85 9,33  
5,021.27 3,599.20 3,382.90 6,25  
1,554.35 1,300.44 2,312.56 4.1  
3,108.94 4,173.65 9,219.34 8.  
4,773.85 6,235.86 7,400.25 7

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and manage your  
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Published by BiggerPockets Publishing, LLC, Denver, CO

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