

Submitted to:  
☐Coronado ☐East San Diego County ☐Escondido ☐Fallbrook  
☐North San Diego County ☐San Diego ☐Pacific Southwest  
**OFFICE-RETAIL-IND (For Sale) Listing Input Form (Page 1)**

TYP  
PROPERTY  
TYPE

19

LISTING # \_\_\_\_\_ TRANSACTION # \_\_\_\_\_ (R) = Required Information

LO \_\_\_\_\_ LIST OFFICE NAME \_\_\_\_\_ LIST OFFICE PHONE \_\_\_\_\_  
(R) LIST OFFICE #

LA \_\_\_\_\_ LIST AGENT NAME \_\_\_\_\_ NN \_\_\_\_\_ LIST AGENT PHONE \_\_\_\_\_  
(R) LIST AGENT # LAST NAME (R) NICKNAME

HSN \_\_\_\_\_ STR \_\_\_\_\_ MCP \_\_\_\_\_ MCC \_\_\_\_\_ MCR \_\_\_\_\_  
(R) ADDRESS # STREET NAME MAP CODE PAGE MAP CODE COLUMN MAP CODE ROW

COU \_\_\_\_\_ CIT \_\_\_\_\_ STE \_\_\_\_\_ ZIP \_\_\_\_\_  
(R) COUNTY (R) CITY (R) STATE (R) ZIP CODE

LP \_\_\_\_\_ UNT \_\_\_\_\_ PLN \_\_\_\_\_ DPM \_\_\_\_\_ COP \_\_\_\_\_  
(R) LIST PRICE \$ (R) # OF UNITS (R) PRESENT LOANS \$ (R) DOWN PMT (DP) \$ EXTRA COPIES (100, 200, 300, 400, 500)

LD \_\_\_\_\_ PSF \_\_\_\_\_ GE \_\_\_\_\_ ASF \_\_\_\_\_  
(R) LIST DATE (MM/DD/YY) (R) PRICE/SQ.FT. \$ (R) GROSS EQUITY (R) ASSUMABLE FINANCING

XD \_\_\_\_\_  
(R) EXPIRE DATE (MM/DD/YY)

HAV \_\_\_\_\_  
(R) HAVE

MWT \_\_\_\_\_  
(R) MOTIVE/WANT

Unit #	Monthly Rent	Size	Lease Expires	OVG _____ OVERAGE
UT1 _____	RE1 _____	SZ1 _____	LE1 _____	CAM _____ COMMON AREA MAINT.
UT2 _____	RE2 _____	SZ2 _____	LE2 _____	OTI _____ OTHER INCOME
UT3 _____	RE3 _____	SZ3 _____	LE3 _____	OCY _____ OCCUPANCY %
UT4 _____	RE4 _____	SZ4 _____	LE4 _____	AVI _____ ASSESSED VALUE IMP %
UT5 _____	RE5 _____	SZ5 _____	LE5 _____	
UT6 _____	RE6 _____	SZ6 _____	LE6 _____	
UT7 _____	RE7 _____	SZ7 _____	LE7 _____	
UT8 _____	RE8 _____	SZ8 _____	LE8 _____	
UT9 _____	RE9 _____	SZ9 _____	LE9 _____	
UT0 _____	RE0 _____	SZ0 _____	LE0 _____	
	TMR _____ TOTAL MONTHLY RENT	TSZ _____ TOTAL SIZE		

FINANCIAL ANALYSIS: FYF \_\_\_\_\_ FYT \_\_\_\_\_  
FISCAL YEAR FROM -- TO --

----- EXPENSES: -----

Actual:Projected:

GSI \_\_\_\_\_ PGS \_\_\_\_\_  
(R) GROSS SCHEDULED INCOME GROSS SCHEDULED INCOME

AOI \_\_\_\_\_ POI \_\_\_\_\_  
+ OTHER INCOME + OTHER INCOME

AVC \_\_\_\_\_ PVC \_\_\_\_\_  
- VACANCY & CREDIT LOSS - VACANCY & CREDIT LOSS

AGI \_\_\_\_\_ PGI \_\_\_\_\_  
GROSS OPER. INCOME GROSS OPER. INCOME

AEX \_\_\_\_\_ PEX \_\_\_\_\_  
(R) - OPER. EXPENSES - OPER. EXPENSES

NOI \_\_\_\_\_ PNI \_\_\_\_\_  
(R) NET OPER. INCOME NET OPER. INCOME

API \_\_\_\_\_ PPI \_\_\_\_\_  
- TOTAL ANNUAL P&I PMT - TOTAL ANNUAL P&I PMT

ACF \_\_\_\_\_ PCF \_\_\_\_\_  
CASH FLOW PRE-TAX CASH FLOW PRE-TAX

CAP \_\_\_\_\_ PCR \_\_\_\_\_  
(R) CAP RATE (NOI/LP) CAP RATE (NOI/LP)

ACO \_\_\_\_\_ PCO \_\_\_\_\_  
CASH ON CASH/PRE-TAX (CF ÷ EQ) CASH ON CASH/PRE-TAX (CF ÷ EQ)

GM \_\_\_\_\_ PGM \_\_\_\_\_  
(R) GROSS MULTIPLIER (LP ÷ GSI) GROSS MULTIPLIER (LP ÷ GSI)

Actual:Projected:

ATX \_\_\_\_\_ PTX \_\_\_\_\_  
TAXES TAXES

AFL \_\_\_\_\_ PFI \_\_\_\_\_  
INS F&L INS F&L

AGL \_\_\_\_\_ PG \_\_\_\_\_  
GAS & ELEC. GAS & ELEC.

AWS \_\_\_\_\_ PWS \_\_\_\_\_  
WATER & SEWER WATER & SEWER

ATR \_\_\_\_\_ PTR \_\_\_\_\_  
TRASH TRASH

ASU \_\_\_\_\_ PSU \_\_\_\_\_  
SUPPLIES SUPPLIES

AMA \_\_\_\_\_ PMA \_\_\_\_\_  
MAINT. MAINT.

APC \_\_\_\_\_ PPC \_\_\_\_\_  
PEST CONTROL PEST CONTROL

ALI \_\_\_\_\_ PLI \_\_\_\_\_  
LICENSE LICENSE

AGA \_\_\_\_\_ PGA \_\_\_\_\_  
GARDENER GARDENER

AMG \_\_\_\_\_ PMG \_\_\_\_\_  
MANAGER MANAGER

APM \_\_\_\_\_ PPM \_\_\_\_\_  
PROP. MGT. PROP. MGT.

AOE \_\_\_\_\_ POE \_\_\_\_\_  
OTHER OTHER

ATE \_\_\_\_\_ PTE \_\_\_\_\_  
TOTAL TOTAL


----- FINANCING (To be verified at time of contract) -----

1ST \_\_\_\_\_ 1PI \_\_\_\_\_ 1PC \_\_\_\_\_ 1AS \_\_\_\_\_ 1BL \_\_\_\_\_ 1YR \_\_\_\_\_  
1ST \$ BALANCE 1ST \$ P & I 1ST INT % 1ST ASSUMABLE (Y/N) 1ST BALLOON 1ST MM/YY DUE

2ND \_\_\_\_\_ 2PI \_\_\_\_\_ 2PC \_\_\_\_\_ 2AS \_\_\_\_\_ 2BL \_\_\_\_\_ 2YR \_\_\_\_\_  
2ND \$ BALANCE 2ND \$ P & I 2ND INT % 2ND ASSUMABLE (Y/N) 2ND BALLOON 2ND MM/YY DUE

BAL \_\_\_\_\_ BPI \_\_\_\_\_ BPC \_\_\_\_\_ BAS \_\_\_\_\_ BBL \_\_\_\_\_ BYR \_\_\_\_\_  
BLN \$ BALANCE BLN \$ P & I BLN INT % BLN ASSUMABLE (Y/N) BLN BALLOON BLN MM/YY DUE

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EQUAL HOUSING OPPORTUNITY

AUTHORIZED SIGNATURE APPROVING LISTING \_\_\_\_\_

DATE APPROVED \_\_\_\_\_

REV.11/09/94

LISTING #

TRANSACTION #

(R) = Required Information

CPD

CARS PER DAY

ZON

ZONING

LTZ

APX. LOT SIZE

LTS

APX. LOT SQ.FT.

ACR

APX. # OF ACRES

BLD

# BUILDINGS

STO

# OF STORIES

SQF

SQ.FT. OF IMPROVEMENTS

AGE

APX. AGE

CHT

CEILING HEIGHT

DHT

DOCK HEIGHT

TDR

TRUCK DOORS

RR

RAILROAD

CSP

CLEAR SPAN

AMP

AMPS

VOL

VOLTS

PHA

PHASE

APN

APN

SPH

SHOW PHONE

CSO

(R) COMM. TO SELLING OFFICE

R01

REMARKS LINE 1

R02

REMARKS LINE 2

R03

REMARKS LINE 3

R04

REMARKS LINE 4

R05

REMARKS LINE 5

R06

REMARKS LINE 6

R07

REMARKS LINE 7

R08

REMARKS LINE 8

R09

REMARKS LINE 9

R10

REMARKS LINE 10

R11

REMARKS LINE 11

R12

REMARKS LINE 12

R13

REMARKS LINE 13

R14

REMARKS LINE 14

R15

REMARKS LINE 15

R16

REMARKS LINE 16

R17

REMARKS LINE 17

R18

REMARKS LINE 18

R19

REMARKS LINE 19

R20

REMARKS LINE 20

(R) COB COMMISSION TO BUYERS BROKER

☐ A. YES

☐ B. CALL LISTING OFFICE

☐ C. NONE

CL COOLING

☐ A. CENTRAL FORCED AIR GAS

☐ B. CENTRAL FORCED AIR ELEC

☐ C. WALL/WINDOW

☐ D. HEAT PUMP

☐ E. EVAPORATIVE COOLER

☐ F. NONE

☐ G. OTHER

☐ H. REMARKS

CNS CONSTRUCTION

☐ A. STEEL

☐ B. CONCRETE

☐ C. CONCRETE TILTUP

☐ D. GLASS

☐ E. FRAME

☐ F. STUCCO

☐ G. STONE

☐ H. BRICK

☐ I. BLOCK

☐ J. OTHER

☐ K. REMARKS

EF EXISTING FINANCING

☐ A. CONVENTIONAL

☐ B. FHA

☐ C. VA

☐ D. STATE VETERAN

☐ E. FIXED RATE

☐ F. ARM

☐ G. GPM

☐ H. AITD

☐ I. LAND CONTRACT

☐ M. PRIVATE

☐ N. OTHER

☐ O. CLEAR

☐ P. REMARKS

FLS FLOORS

☐ A. SLAB

☐ B. WOOD

☐ C. OTHER

☐ D. REMARKS

FLZ FLOOD ZONE

☐ A. KNOWN HAZARD

☐ B. HAZARD UNKNOWN

☐ C. REMARKS

GHZ GEO HAZARD ZONE

☐ A. KNOWN HAZARD

☐ B. HAZARD UNKNOWN

☐ C. REMARKS

HT HEAT

☐ A. CENTRAL FORCED AIR GAS

☐ B. CENTRAL FORCED AIR ELEC

☐ C. RADIANT

☐ D. WALL

☐ E. HEAT PUMP

☐ F. BASEBOARD

☐ G. FLOOR FURNACE

☐ H. OTHER

☐ I. REMARKS

LCA LOCATION

☐ A. CORNER

☐ B. INDUSTRIAL PARK

☐ C. BUSINESS PARK

☐ D. NEIGHBORHOOD SHOPPING CENTER

☐ E. REGIONAL SHOPPING CENTER

☐ F. STRIP CENTER

☐ G. FREE STANDING

☐ H. REMARKS

LSZ LOT SIZE

☐ A. 0.25 ACRE OR LESS

☐ B. 0.25 + THROUGH 0.50 ACRE

☐ C. 0.50 + THROUGH 0.75 ACRE

☐ D. 0.75 + THROUGH 1.50 ACRES

☐ E. 1.50 + THROUGH 2.50 ACRES

☐ F. 2.50 + THROUGH 5.00 ACRES

☐ G. 5.00 + THROUGH 10.0 ACRES

☐ H. 10.0 + THROUGH 20.0 ACRES

☐ I. ABOVE 20 ACRES/SEE REMARKS

(R) LTP LISTING TYPE

☐ A. EXCLUSIVE RIGHT

☐ B. EXCLUSIVE AGENCY

☐ C. OPEN LISTING

☐ D. PROBATE

(R) PHO PHOTO CODE

☐ A. 1 PHOTO TO BE TAKEN

☐ B. SUPPLEMENT PHOTO TO BE TAKEN

☒ C. NO PHOTO REQUESTED

☐ D. 1 PHOTO SUBMITTED

☐ E. 1 SKETCH/PLAT SUBMITTED

☐ F. SPEC INSTRUCTIONS/WRITE OR CALL BRD

PKG PARKING

☐ A. METERED

☐ B. PUBLIC

☐ C. PRIVATE

☐ D. ON SITE

☐ E. STREET

☐ F. UNDERGROUND

☐ G. OTHER

☐ H. REMARKS

RF ROOF

☐ A. SHAKE

☐ B. WOOD SHINGLE

☐ C. COMPOSITION SHINGLE

☐ D. TAR & GRAVEL

☐ E. ROCK

☐ F. TILE

☐ G. OTHER

☐ H. REMARKS

SFI SOURCE OF FINANCIAL INFO

☐ A. TAX RETURN

☐ B. ACCOUNTANT

☐ C. OWNER

☐ D. LIMITED INFO

☐ E. OTHER

☐ F. REMARKS

SHW SHOW

☐ A. CALL LISTING OFFICE

☐ B. KEY IN LISTING OFFICE

☐ C. APPT WITH OCCUPANT

☐ D. APPT WITH LISTING OFFICE

☐ E. GATE PASS

☐ F. CALL FIRST

☐ G. WITH ACCEPTED OFFER

☐ H. REMARKS

SLI SALE INCLUDES

☐ A. BUILDING

☐ B. LAND

☐ C. EQUIPMENT

☐ D. INVENTORY

☐ E. LEASES

☐ F. LICENSES/PERMITS

☐ G. OTHER

☐ H. REMARKS

SPL SPECIAL

☐ A. TERMITE CERTIFICATE

☐ B. SELLERS ARE RE LICENSEES

☐ C. COURT APPROVED SALE

☐ D. ASSESSMENTS/LIENS

☐ E. HOME OWNERS WARRANTY

☐ F. LOCAL TRANSFER TAX

☐ G. CITY TRANSFER TAX

☐ H. OTHER TAXES

☐ I. BUILDING REPORT

☐ J. CITY REPORT

☐ K. ENERGY RETROFIT

☐ L. EXCLUDED ITEMS

☐ M. LAND LEASE

☐ N. SERVICE CONTRACTS

☐ O. RENT CONTROL

☐ P. HIGHWAY FRONTAGE

☐ Q. FREEWAY ACCESS

☐ R. RR SPURS

☐ V. NONE

☐ W. OTHER

☐ X. REMARKS

SSF SOURCE OF SQ FT

☐ A. TAX RECORD

☐ B. OWNER

☐ C. PLANS

☐ D. TAPED

☐ E. BUYER TO VERIFY

☐ F. OTHER

☐ G. REMARKS

STY STORIES

☐ A. 1 STORY

☐ B. 2 STORIES

☐ C. 3 STORIES

☐ D. 4 OR MORE STORIES

☐ E. BI LEVEL

☐ F. TRI LEVEL

(R) TPP TYPE OF PROPERTY

☐ A. OFFICE

☐ B. RETAIL

☐ C. LIGHT MFG

☐ D. HEAVY MFG

☐ E. RECREATION

☐ F. WAREHOUSE

☐ G. MIXED USAGE

☐ H. OTHER

☐ I. REMARKS

TRM TERMS

☐ A. CTNL

☐ C. CTCL

☐ D. OWNER MAY CARRY 1ST

☐ E. OWNER MAY CARRY 2ND

☐ F. ASSUMABLE 1ST

☐ G. ASSUMABLE 2ND

☐ H. ASSUMABLE OTHER

☐ I. FHA

☐ J. VA

☐ K. STATE VETERAN

☐ L. AITD

☐ M. LEASE OPTION

☐ N. EXCHANGE UP

☐ O. EXCHANGE DOWN

☐ P. LAND CONTRACT

☐ Q. SUBMIT

☐ R. USE EXISTING LENDER

☐ V. CASH

☐ W. OTHER

☐ X. REMARKS