**MAO Formula**

**ARV x 70% (.70) =\_\_\_\_\_\_\_\_**

**subtract repair estimates\_\_\_\_\_\_\_\_\_\_\_ = MAO**

**If wholesaling, then subtract your desired fee from MAO.**

**Example:**

**ARV = 135,000**

**70% = 94,500**

**Repair estimates = 33,000**

**MAO = 61,500**

**Wholesale fee- 5,000**

**Offer = 56,500**

**Terminology:**

**ARV- After Repair Value**

**MAO- Maximum Allowed Offered**