

**INCOME AND EXPENSE QUESTIONNAIRE – Town of Gray, ME  
HOTELS/MOTELS/INNS  
FOR 12 MONTHS ENDING December 31, 2023**

Please return to:  
**KRT Appraisal**  
191 Merrimack Street  
Suite 701  
Haverhill, MA 01830

**NOTE: THIS IS A TWO SIDED DOCUMENT**  
**NOTE: SIGNATURE IS REQUIRED ON SECOND PAGE**

Parcel Location:  
Parcel Map and Lot:  
Parcel ID:  
Use Code:

**SECTION I: GENERAL DATA**

Total number of Available Rooms: \_\_\_\_\_

Room Configuration (Number of rooms in each category)/ Rates

Room Type	# of Units	Rent per Unit per Day	Rent per Unit per Week
Single		\$	\$
Double		\$	\$
King		\$	\$
Suite		\$	\$
Other		\$	\$

Annual Occupancy (Percent): ..... \_\_\_\_\_

Annual Average Daily Rate (ADR): \$ \_\_\_\_\_

Segmentation of Annual Occupancy:	Transient	Corporate	Group	Other	Total
Percentage of Annual Occupancy					100%
ADR for each segment					

**SECTION II: ANNUAL INCOME FOR CALENDAR YEAR 2023**

1. Description	Amount
2. Rooms	\$
3. Conference Facilities	\$
4. Food and Beverage	\$
5. Telephone	\$
6. Other Rents	\$
7. Other (Describe)	\$
8. Other (Describe)	\$
9. TOTAL ANNUAL INCOME (Add lines 1 through 8)	\$

**SECTION III: ROOM NIGHTS SOLD CALENDAR YEAR 2023**

Total number of Room Nights available in 2023: \_\_\_\_\_

Total number of Room Nights sold in 2023: \_\_\_\_\_

**SECTION IV: EXPENSES FOR CALENDAR YEAR 2023**

If entering "Other", please describe.

Expense Type	Amount	Expense Type	Amount
1. Management Fee	\$	20. Maintenance Contract Fee	\$
2. Legal/Accounting	\$	21. Maintenance Supplies	\$
3. Security	\$	22. Maintenance Groundskeeping	\$
4. Payroll	\$	23. Maintenance Trash Removal	\$
5. Group Insurance	\$	24. Maintenance Snow Removal	\$
6. Telephone	\$	25. Maintenance Exterminator	\$
7. Advertising	\$	26. Maintenance Elevator	\$
8. Commissions	\$	27. Insurance (1 Year Premium)	\$
9. Repairs Exterior	\$	28. Reserves for Replacement	\$
10. Repairs Interior	\$	29. Travel	\$
11. Repairs Mechanical	\$	30. Other	\$
12. Repairs Electrical	\$	31. Other	\$
13. Repairs Plumbing	\$	32. Other	\$
14. Utilities Gas	\$	33. TOTAL (Add 1 through 32)	\$
15. Utilities Oil	\$	34. Real Estate Taxes	\$
16. Utilities Electricity	\$		
17. Utilities Water	\$		
18. Utilities Sewer	\$		
19. Maintenance Wages	\$		

**SECTION V: SIGNATURE**

I certify that the information supplied herewith is true and correct:

Submitted by: (Please print) ..... \_\_\_\_\_  
 Title: ..... \_\_\_\_\_  
 Signature of owner or preparer: ... \_\_\_\_\_  
 Phone: ..... \_\_\_\_\_  
 Date: ..... \_\_\_\_\_