



# COMPARATIVE INCOME ANALYSIS

Annual Trend Calculation

Prepared by: Agent \_\_\_\_\_ Phone \_\_\_\_\_  
Broker \_\_\_\_\_ Email \_\_\_\_\_

DATE: \_\_\_\_\_, 20\_\_\_\_\_, by \_\_\_\_\_, loan application number \_\_\_\_\_.

Borrower's name \_\_\_\_\_

Company name \_\_\_\_\_

Percentage ownership Borrower holds in company \_\_\_\_\_%.

### 1. Gross income trend for recent consecutive years:

Gross income is gross sales less returns and allowances.

- 1.1 Gross income for year 20\_\_\_\_\_ \$ \_\_\_\_\_
- 1.2 Gross income for year 20\_\_\_\_\_ \$ \_\_\_\_\_
  - a. Percentage change from prior year . . . . . (+) or (-)\_\_\_\_\_%  
(Divide the difference between lines 1.1 and 1.2 by line 1.1)
- 1.3 Gross income for year 20\_\_\_\_\_ \$ \_\_\_\_\_
  - a. Percentage change from prior year . . . . . (+) or (-)\_\_\_\_\_%  
(Divide the difference between lines 1.2 and 1.3 by line 1.2)
- 1.4 Gross income for year 20\_\_\_\_\_ \$ \_\_\_\_\_
  - a. Percentage change from prior year . . . . . (+) or (-)\_\_\_\_\_%  
(Divide the difference between lines 1.3 and 1.4 by line 1.3)

### 2. Expenses trend for recent consecutive years:

Expenses equal cost of goods and operation deductions.

- 2.1 Expenses for year 20\_\_\_\_\_ \$ \_\_\_\_\_
- 2.2 Expenses for year 20\_\_\_\_\_ \$ \_\_\_\_\_
  - a. Percentage change from prior year . . . . . (+) or (-)\_\_\_\_\_%  
(Divide the difference between lines 2.1 and 2.2 by line 2.1)
- 2.3 Expenses for year 20\_\_\_\_\_ \$ \_\_\_\_\_
  - a. Percentage change from prior year . . . . . (+) or (-)\_\_\_\_\_%  
(Divide the difference between lines 2.2 and 2.3 by line 2.2)
- 2.4 Expenses for year 20\_\_\_\_\_ \$ \_\_\_\_\_
  - a. Percentage change from prior year . . . . . (+) or (-)\_\_\_\_\_%  
(Divide the difference between lines 2.3 and 2.4 by line 2.3)

### 3. Taxable income trend for recent consecutive years:

Taxable income is taken from Borrower's statement including IRS Schedule C as net profit or loss (sole proprietor), IRS Form 1065 as ordinary income or loss (a partnership), IRS Form 1120 as taxable income (corporation) and IRS Form 1020(s) as taxable income (S Corporation).

- 3.1 Taxable income for year 20\_\_\_\_\_ \$ \_\_\_\_\_
- 3.2 Taxable income for year 20\_\_\_\_\_ \$ \_\_\_\_\_
  - a. Percentage change from prior year . . . . . (+) or (-)\_\_\_\_\_%  
(Divide the difference between lines 3.1 and 3.2 by line 3.1)
- 3.3 Taxable income for year 20\_\_\_\_\_ \$ \_\_\_\_\_
  - a. Percentage change from prior year . . . . . (+) or (-)\_\_\_\_\_%  
(Divide the difference between lines 3.2 and 3.3 by line 3.2)
- 3.4 Taxable income for year 20\_\_\_\_\_ \$ \_\_\_\_\_
  - a. Percentage change from prior year . . . . . (+) or (-)\_\_\_\_\_%  
(Divide the difference between lines 3.3 and 3.4 by line 3.3)

### 4. Expenses compared to gross annual income for recent consecutive years:

- 4.1 For the year 20\_\_\_\_\_:
  - a. Expenses. . . . . \$ \_\_\_\_\_
  - b. Gross income. . . . . \$ \_\_\_\_\_
  - c. Expenses as a percentage of gross income . . . . . \_\_\_\_\_%  
(Divide line a by line b)

4.2 For the year 20\_\_\_\_:
 

- a. Expenses. . . . . \$ \_\_\_\_\_
- b. Gross income. . . . . \$ \_\_\_\_\_
- c. Expenses as a percentage of gross income . . . . . \_\_\_\_\_%  
(Divide line a by line b)

4.3 For the year 20\_\_\_\_:
 

- a. Expenses. . . . . \$ \_\_\_\_\_
- b. Gross income. . . . . \$ \_\_\_\_\_
- c. Expenses as a percentage of gross income . . . . . \_\_\_\_\_%  
(Divide line a by line b)

4.4 For the year 20\_\_\_\_:
 

- a. Expenses. . . . . \$ \_\_\_\_\_
- b. Gross income. . . . . \$ \_\_\_\_\_
- c. Expenses as a percentage of gross income . . . . . \_\_\_\_\_%  
(Divide line a by line b)

**5. Taxable income compared to gross income for recent consecutive years:**

5.1 For the year 20\_\_\_\_:
 

- a. Taxable income. . . . . \$ \_\_\_\_\_
- b. Gross income. . . . . \$ \_\_\_\_\_
- c. Expenses as a percentage of gross income . . . . . \_\_\_\_\_%  
(Divide line a by line b)

5.2 For the year 20\_\_\_\_:
 

- a. Taxable income. . . . . \$ \_\_\_\_\_
- b. Gross income. . . . . \$ \_\_\_\_\_
- c. Expenses as a percentage of gross income . . . . . \_\_\_\_\_%  
(Divide line a by line b)

5.3 For the year 20\_\_\_\_:
 

- a. Taxable income. . . . . \$ \_\_\_\_\_
- b. Gross income. . . . . \$ \_\_\_\_\_
- c. Expenses as a percentage of gross income . . . . . \_\_\_\_\_%  
(Divide line a by line b)

5.4 For the year 20\_\_\_\_:
 

- a. Taxable income. . . . . \$ \_\_\_\_\_
- b. Gross income. . . . . \$ \_\_\_\_\_
- c. Expenses as a percentage of gross income . . . . . \_\_\_\_\_%  
(Divide line a by line b)

**6. Conclusions:**

- 6.1 The gross income trend is:  increasing,  level, or  decreasing.
- 6.2 The expense trend is:  increasing,  level, or  decreasing.
- 6.3 The expenses as a percentage of gross income are:  increasing,  level, or  decreasing.
- 6.4 The taxable income trend is:  increasing,  level, or  decreasing.
- 6.5 The taxable income as a percentage of gross income is:  increasing,  level, or  decreasing.