

This buyer questionnaire contains sample questions that are commonly asked during a buyer interview.

Stand out as a Prospective Buyer by filling this out beforehand and submitting with your offer.

Questionnaire on following page

Recommended Experience and References

- Schedule of Real Estate Owned, including date acquired and sold
- Provide Lender, Broker, and Seller references
- Provide Company Resume
- Individual Partner Bios

Debt

- Do you require debt to close the transaction? Do you need a financing contingency?
- Have you consulted with a lender regarding the purchase of the property? Provide lender and response.
- How much business have you done with this lender?
- What type of loan terms are you anticipating? Provide LTV, Amortization, Interest Rate, and Term.
- What approvals must be obtained in order to complete the financing?
- What flexibility do you have on debt parameters?

Equity

- Describe the source of equity used to purchase?
- Is the equity available now?
- What level of discretion do you have over the equity?
- What is the approval process?
- Is there anyone with approval authority and/or JV Partner who has not seen the property?
- Are you using a 1031 exchange?

Underwriting

- Summarize the rents you have underwritten for this deal including anticipated rent premium from unit renovations (if any).
- What is your exit cap rate assumption?
- Provide a brief overview of your business plan.
- What assumptions (if any) do you have for deferred maintenance items?

Due Diligence Process

- Describe your internal investment approval process and corresponding timeframes.
- What is your due diligence process and third-party consultants you involved as part of the transaction?
- If you have a third-party manager, have they reviewed and consulted on your proforma?
- How many units do they manage?
- What law firm will represent you in this transaction?
- Aside from due diligence, what other contingencies will you need to complete the transaction?