



INVESTOR BUYER QUESTIONNAIRE

NAME _____ EMAIL _____
PRESENT ADDRESS _____ CELL _____

1. What is your investment plan? Why? Ultimately what will this do for you?
2. What return are you looking for and how much risk are you willing to take on for that return?
3. Strategies: Wholesaling / Buy and flip / Turn key rentals / BRRRR / 1031 exchange
4. Buying next property in (1 month / 3 months / 6 months / 12 months / 12 plus) ?
5. Buy _____ number of properties over x years?
.
6. Are you purchasing properties with retirement cash, privately borrowed money, a mortgage?
7. What are the ideal kind of properties that you want to focus on?
 - Certain specific areas (List them)?
 - Certain specific area characteristics?
 - Certain grades? (Grades refer to combination of house and area. Being multiple units may knock down grade slightly. Being bad condition or weird non standard layout may knock down the grade. Area quality and school quality knock down the grade.

Grade ultimately correlates with the grade of the average applicant that will apply and will very much set the level of maintenance costs you have and vacancy costs.)

- A + / A / A -
- B+ / B / B -
- C + / C / C - (Company bread and butter - much of West Side and Eastern Suburbs based on 1 in 15 credit scores being above 600)
- D + / D / D -
- F + / F / F -
- Certain characteristics of the houses?
 - Ranch/ Bungalow / Colonial
 - Siding / Brick
 - 1 bedrooms / 2 bedrooms / 3 bedrooms / 4 bedrooms / 5 bedrooms +
 - Numbers of units - Single family / 2 family / 3 family / 4 family / 5 to 10 units / 10 to 19 units / 20 plus units
 - Basements / No basements
 - Building age - Any / New / Under 10 years old / 10 to 20 years old / 20 to 30 Years old / 30 to 70 years old / Greater than 70 years old
 - Condition desired:
 - High end with high end fixtures flooring and granite counters top to bottom (No money needed)
 - Clean and painted but dated (No money needed)
 - Needs clean and touch up (\$1,000 to \$5,000)
 - Needs a cosmetic renovation (\$5,000 to \$12,000)
 - Needs large renovation (\$12,000 to \$25,000)
 - Needs very large and or gut job (\$25,000 plus)
- Occupancy: Tenant occupied / vacant / home owner occupied