**Buyer Questions**

**Contacted us on:**

**Number of properties bought in the last 12 months**

**Number of properties planning to buy in next 12 months**

**Investment strategy**

* + Fix and flip
	+ Buy and hold
	+ Wholesaling
	+ Single family
	+ Multi-family (2-4)
	+ Multi-family (more than 4)
	+ Commercial

**What is the goal of your real estate investing?**

**What kind of return are you looking for (could be dollar amount per deal, ARV purchase point, return on investment, or something else.)**

**What areas/ ZIP codes do you want to buy in?**

**DO NOT ASK Investment state (s) (fill in based on other answers)**

* + SoCal
	+ NJ
	+ Anywhere

**What areas / ZIP codes do you want to avoid?**

**What are the lowest and highest amounts you will invest in one deal?**

**How do you plan to fund the purchase? (hoping answer is "Cash")**

**If we brought you the perfect deal, would you have immediate access to funds? If so, how much?**

**IF FIX: Have you done rehabs in the past?**

**IF FIX: How many?**

**IF FIX: What kind of remodel do you prefer?**

* + Add-on square footage
	+ Gut rehab
	+ Remodel
	+ Cosmetic

**IF FIX: How many bedrooms and baths do you want in your fixers?**

**IF FIX: What other things do you look for in a Fix and Flip property?**

**IF HOLD: What is your realistic desired cash flow/ month**

**IF HOLD: How much equity do you want in a buy and hold?**

**IF HOLD: Are you looking for move-in ready buy and hold properties?**

**IF HOLD: Are you interested in properties with tenants already in place?**

**IF HOLD: # of bedrooms and baths in each rental?**

**IF HOLD: what other things do you look for in a buy and hold property?**

**How long will it take you to review the property and make a decision?**

**What information would you need to make the decision faster?**

**Can you wire the earnest money within 48 hours?**

* + Yes
	+ No

**How quickly do you close?**

**I regularly get access to properties before they go on the market, and I've worked hard to develop the network that provides me those opportunities. The way the transactions work, you are going to know exactly how much I make on the deal. As long as you are getting what you want at the prices and margins you’ve laid out, are you going to have a problem if I make $5,000 on one transaction (Deal) and $50,000 on another? The $50,000 is unlikely but I just wanted to lay out an extreme case.**