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| http://blog.lindabrand.com/files/2012/02/Investment-Properties.jpg**INVESTOR QUESTIONNAIRE**  **INITIAL INTERVIEW & PORTFOLIO REVIEW** | |
| **INVESTOR NAME(S)**: *for multiple investors, please indicate primary contact for all communication*   1. \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ Primary Contact:   Tel: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_   1. \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ Primary Contact:   Tel: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_   1. \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ Primary Contact:   Tel: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Email: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | |
| **CURRENT PORTFOLIO & FINANCING STUCTURE** | |
| **HOW MANY PROPERTIES DO YOU OWN?**  Principal Home: #\_\_\_\_\_  2nd  Home(s): #\_\_\_\_\_  Cottage(s): #\_\_\_\_\_  Rentals (Units): #\_\_\_\_\_ No. of Doors: \_\_\_\_\_  Other: #\_­­\_\_\_\_  **TOTAL UNITS: \_\_\_\_\_\_ TOTAL DOORS: \_\_\_\_** | **PROPERTY TITLE STRUCTURE:**  Personal Names: Yes/No/Mix  Corporate Name: Yes/No/Mix /Later    If yes, Name of Corporation(s): \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  Corporate Structure: Single Tier / 2 Tier / 3 Tier / Other / Unknown |
| **OVERALL ACQUISITION STRATEGY TO DATE**: Flip / Hold / Rent to Own / Not Sure / Mixed / Other: \_ \_ \_ \_ \_  \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  **YOUR CURRENT EXIT/LIQUIDATION STRAGEGY**: Plan to hold / Buy and Flip / Sell on Retirement / Mixed /  Not Sure / Intention to Liquidate/Sell in \_ \_ Yrs / Rent to Own / Other: \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  **EXISTING BANKING RELATIONSHIP:** Name the primary financial institution(s) that you do business with (mortgages, accounts, investments etc): \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  **LEVEL OF SATISFACTION:** How satisfied are you with your existing banking/financing relationship? Are there any areas you would like to see improved upon? \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  **MORTGAGE BROKER RELATIONSHIP:** Are you curently working with, or have worked with, a mortgage broker or mortgage specialist in the past? Yes/No If Yes, are you satisfied with the experience so far? Yes/No  Explain: \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ | |

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| **CURRENT PORTFOLIO & FINANCING STUCTURE** |
| Would you like to review each individual property you currently own, including potential financing options, access to equity, re-assessment, tenant analysis? If yes, which properties? \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  Do you have immediate plans to refinance/access equity in any existing rental properties: Yes/No. If yes, complete Refinance Questionnaire  Do you have immediate plans to refinance/access equity in any existing principal, cottage, or second home(s): Yes/No. If yes, complete Refinance Questionnaire  **CASH/LIQUID ASSETS/NET WORTH:** Do you have sufficient access to cash/liquid assets/secured lines of credit/other credit facilities to facilitate the required down payment and closing costs on future property purchases? Yes/No. If yes, please provide details:  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available  Account Type: Line of Credit / Credit Card / Investments / Savings / Other: $ \_\_\_\_\_\_\_\_\_\_ Total Access Available |
| **PORTFOLIO GROWTH PLANS** |
| Do you intend to purchase more properties in the next 12 months? Yes / No  If yes, how many properties? 1 / 2 / 3 / 4 / 5 / 6 / 7 / 8 / 9 / 10 / 11 / 12 / More than 12  **ACQUISITION STRATEGY**: Flip / Hold / Rent to Own / Not Sure / Mixed / Other: \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_  \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ |

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| **INVESTOR KNOWLEDGE BASE** | | |
| **Investment Strategy / Subject Matter** | **Level of Knowledge**  (1 = Very knowledgeable  5 = No/Little knowledge) | **Interested in Knowing More** |
| Joint Venture Partnerships/Agreements | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Corporate Structures for Property Title: single tier, two to four tier including holding companies, management companies etc. | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Property Cash Flow Analysis and Capitalization Rates and ROI | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Exit Strategy Synergy and Goals | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Vendor Take Backs | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Credits on Closing (property purchases) | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Self-directed RRSP’s for first, second mortgages etc. | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Hard Money Lending and Borrowing | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Rent to Own Programs | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Tenant Pre-Screening and Credit Checks | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Large Portfolio Financing | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Multi-Family Financing (more than 6 units) | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| Commercial and industrial financing | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| High Ratio and Conventional Financing Guidelines | 1 / 2 / 3 / 4 / 5 | Yes / No / Later |
| **INVESTOR NEEDS** | | |
| Do you require access to more cash thru other investors, second mortgages, alternate financing? Yes / No  Do you require joint venture partners? Yes / No Do you require Rent to Own Clients? Yes / No  Any other specific needs you have right now? \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ \_ | | |
| **DOCUMENTATION REQUIRED** | | |
| In order to provide you with a detailed analysis and assist you in your investment strategy, we will require the following documentation:   * Completed Application Form (for all investors/corporate borrowers) * Employment Verification (employee letter, pay stub or T1 Generals/NOA’s for Business for Self) * Proof of your assets so bank statements, RRSP statements, investments, etc. * Corporations: Articles of Incorporation, Corporate Financial Statements & T2’s Filing for last two years * Recent mortgage statements for all current mortgages on all properties * Recent property tax statements for all properties that you own * Copies of leases for all rental properties that you already own | | |