



INVESTOR ACQUISITION CRITERIA

Date: _____

Company / Individual Name: _____

Address: _____ City: _____

State: _____ Zip Code: _____

Contact Person and Contact Points:

Contact Person: _____

Mobile Phone: _____ Preferred: _____

Office Phone: _____

Facsimile #: _____

Email Address: _____

1. What geographical area(s) are you interested in (City / County / States)?

2. What types of properties are you interested in (single family residence, duplex, triplex, multi-family, condos, townhouses, commercial, industrial, other)?

3. What is the ideal property type that you would be interested in (example = 3 bedroom, 2 baths, 1500 square feet, etc)?

4. Do you have a specific financial model used to acquire property? This will help us establish appropriate properties for your review. Please find below 2 examples used by other investors that we are doing business with.

a. After Repaired Market Value (ARMV) Model: This model is defined as follows:

i. Purchase Price = ARMV x Discount – Estimated Expenses

1. Discount = Selected Percentage of ARMV

2. Estimated Expenses = "X" dollars per square foot of house size

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ii. Specific Example

1. ARMV = \$400,000
2. Discount = 10% (90% of ARMV)
3. Estimated Repair Expenses = \$10.00 per square foot of house size
4. House size = 2,000 square feet
5. Purchase price = Purchase Price = $\$400,000 \times 0.90 - \$10 \times 2000 \text{ sqft} = \$360,000$
 $= \$360,000 - \$20,000 = \$340,000$

b. Rental Value Model: This model is defined as follows

i. Purchase Price = Rental amount \div .09 (.09 represents acceptable Cap rate)

ii. Specific Example:

1. ARMV = \$400,000
2. Rental amount = \$2,500 per month
2. Purchase Price = $\$2,500 \times 12 \div .09 = \$333,333$

c. Please let us know the model that you use in order to establish the desired purchase price of a property you would be interested in obtaining. _____

d. Do you have a preference for which valuation service you use to arrive at an "after repaired market value" or "current market value"? In our initial due diligence, we can use such services as MLS, Redfin, Zillow, various title companies or another service you are familiar with: _____

5. What is the amount (or range) of money you would like to spend (not including repairs) on each property purchased? _____

6. What is the total amount of money available for the acquisition of properties? _____

7. How many properties would you be interested in purchasing on a monthly or yearly time frame? _____

8. How many properties have you purchased in the last year? _____

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9. What level of repairs needed are you comfortable with in the acquisition of a property (little or no repairs, moderate repairs, major repairs)? _____

10. If repairs are necessary, do you have staff (either in-house or out-source) that can complete the work?

Yes___ No___ _____

11. Do you prefer doing business with a specific Title Insurance Company? If so, please indicate their
:

Name: _____

Address: _____ City: _____ Zip Code _____

Phone: _____

12. Do you prefer doing business with a specific Escrow company? If so, please indicate their name:

Name: _____

Address: _____ City: _____ Zip Code _____

Phone: _____

13. Do you purchase properties for resale or long term holding or both? _____

14. What is the estimated time frame required to complete your due diligence on a single family residence?

15. What is the estimated time frame you require to close on an acceptable property? _____

16. Would you be interested in acquiring non-performing first or second trust deeds / mortgages on any of the property types listed above? Yes _____ No _____

Notes:

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