

Investment Parameter Checklist

1. Number of units?
2. Location? Preferred areas? Red-lined areas?
3. Age?
4. Specific unit mix?
5. Average unit size?
6. Cash or debt?
 - A. If cash, refinance during holding period?
 - B. If debt, loan to value ratio?
7. Maximum deal size in dollars?
8. Maximum investment per deal?
9. Cash on cash returns?
10. IRR?
11. Institutional grade or distressed/value-added/rehab properties?
12. Asbestos? Ceiling spray, floor tile, floor tile mastic?
13. Affordable housing/bond financed/low to moderate income?
14. Flat or pitched roofs?
15. 2-3 story?
16. Specific amenities required (pool, tennis, racquetball, washer/dryer, garages, etc.)?
17. Offer/acquisition procedures/reaction time:
 - A. To make offer?
 - B. Due diligence period?
 - C. Close?
 - D. Verifiable funds?
 - E. Financial Statements?
 - F. Does client have own equity to close transaction?
 - G. Decision making process – Who makes ultimate decisions?
18. Willing to buy properties out of bankruptcy? Note purchases?