



NAME :

Thanking you in advance for your interested in doing business with us. We at SMARI Properties take pride in serving our clients. We need a few questions answer in order to serve you better.

We are looking to build long term relationships with you.

Please answer these questions:

1. Are you the buyer or are you direct to the buyer?
2. How much are you or your buyer looking to INVEST! (NO LIMIT IS NOT ACCEPTABLE)
3. What city, states are you or your buyer looking for?
4. Do you or your buyer have verifiable POF?
5. Best contact phone numbers.
6. Are you direct to the buyer? If not, who else is involved? No Surprises Please! We need to know all parties in this deal.
7. What type of properties are you looking for?
 - a. SFR
 - b. MULTIFAMILY
 - c. DUPLEX
 - d. TRIPLEX
 - e. COMMERCIAL
8. How many transactions has the Principal or Institutional Buyer acquired in the past 12 or 24 months?



9. How many transactions has the Principal or Institutional Buyer sold in the past 12 or 24 months?
10. Does the Principal or Institutional Buyer can show liquidity of at least 30% or more?
11. What are your expectations on response times? (Remember Portfolio and Risk Managers work on banker hours)
12. What is the ideal scenario for your transaction? (Location, short-term, Long-term, exit strategy) how many doors in a portfolio or per property?
13. Are you open to good opportunities that may be below the criteria provided? (Ex: 80% occupancy with room to grow based on good management/team in place)
14. What's your tolerance for rehab? (in percentage please)
15. Do you have a team in place for transactions of this magnitude? (Legal, Accounting, Project Manager, General Contractors, etc...)
16. For hotels, is there a preference whether they are flagged or unflagged?
17. Would you consider commercial performing or non-performing notes?

Name:

Cell:

Email:

Who's your Marketing Agent?

www.smariproperties.com

888-37SMARI