

COMMERCIAL REAL ESTATE TRIAGE FINANCIER

IDENTIFYING QUALIFIED BUYERS: HOW TO BUILD A COMMERCIAL BUYERS LIST

Below are a few questions you should ask any prospective purchaser of assets.
This information should be maintained on a Microsoft Excel spreadsheet.

Industry Experience Sought - What You Need to Know	Past history of experience in this business	Size of deals in the past they have taken down	Reliance on external financing	Capital limitations	Average monthly purchasing power	Monthly Volume or Bandwidth
Questions You Will Ask	In the past twelve months what has been the average size of the transactions you have purchased?	As far as purchasing power, what are your minimums and maximums per transaction?	In meeting your maximum per transaction, is there a percentage that comes from external financing?	When the situation calls for external financing , what impact on your buying process will that have?	Do you look at only stabilized transactions or will you also look at value-added projects as well?	What about opportunistic properties, will you joint venture with a qualified developer/operator?
Demographic Limitations	What parts of the country are your currently not looking at?	How often do you review where you are or want to be geographically?	Specific as it relates to similar sub-asset pools do you require that assets be clustered by region or will you look at pools that have some outliers?			
Investment Matrix Questions to Ask:	In what cap rate range do you typically purchase assets?	Do you look at assets on IRR or as a multiple dollar amount invested?	Where do you like to be in the capital stack?	Are assets (stabilized opportunities) with existing debt structures that can be assumed attractive to you?	If Non-Performing - how far into the foreclosure process can it be before they won't be a buyer?	
Their Position within the Organization/ Contact Information (What is Their Decision Making Process?)	Identification of Final Decision Maker On This Purchase	Time Frame For Decision and Due Diligence	Current Buying Process - Schedule	Mandatory Information They Need And Criteria For Purchase	Outsource or In-House Underwriting	

© ACPARE, LLC. All Rights Reserved.

COPYRIGHT AND TRADEMARK INFORMATION

THIS PRODUCT AND ASSOCIATED MATERIALS (COLLECTIVELY REFERRED TO IN THIS AGREEMENT AS "PRODUCT") IS COPYRIGHTED BY ACPARE, LLC. ALL RIGHTS RESERVED.

WARNING: FEDERAL LAW PROVIDES SEVERE CIVIL AND CRIMINAL PENALTIES FOR THE UNAUTHORIZED REPRODUCTION OR PUBLIC DISTRIBUTION OR EXHIBITION OF COPYRIGHTED MOTION PICTURES, VIDEO TAPES, OR VIDEO DISCS AND OTHER CREATIVE CONTENT. THIS PRODUCT IS PROTECTED BY TITLE 17, UNITED STATES CODE, INCLUDING BUT NOT LIMITED TO, SECTIONS 501, 504, AND 506, "SPONSORSHIP AND SPONSOR EQUITY", THE NAME OF THIS PRODUCT, THE STYLIZED VERSIONS OF THESE, AND ACPARE LOGO ARE ALL TRADEMARKS OF ACPARE.

DISCLAIMER AND RELEASE FROM LIABILITY

YOU UNDERSTAND AND AGREE THAT THE INFORMATION CONTAINED IN THIS PRODUCT IS FOR YOUR PERSONAL PURPOSES ONLY. STATEMENTS MADE AND CONCEPTS CONVEYED THROUGHOUT THIS PRODUCT ARE PERSONAL OPINIONS ONLY. ACPARE, LLC, AND THE AUTHOR MAKE NO REPRESENTATION OTHERWISE. YOU ARE RESPONSIBLE FOR YOUR OWN BEHAVIOR AND CONDUCT. NONE OF THE MATERIAL CONTAINED HEREIN IS TO BE CONSIDERED LEGAL OR PERSONAL ADVICE. THIS PRODUCT IS PROVIDED "AS-IS" WITHOUT ANY WARRANTIES OF ANY KIND WHATSOEVER (EITHER EXPRESSED OR IMPLIED) AND YOU ALONE ASSUME ANY AND ALL RISK ASSOCIATED WITH USE OF THIS PRODUCT. BY PURCHASE AND/OR USE OF THIS PRODUCT YOU WAIVE ANY CLAIM WHATSOEVER AGAINST AND HOLD HARMLESS ACPARE, LLC, AND ANY OF ITS OFFICERS, STAFF, ADVISORS, REPRESENTATIVES, OR DESIGNEES THAT MAY ARISE FROM SUCH USE. THIS WAIVER SPECIFICALLY ALSO INCLUDES BUT IS NOT LIMITED TO ANY CLAIM ARISING FROM A PRODUCT AND/OR SERVICE WHICH YOU PURCHASE FROM ACPARE, LLC, OR ANY INFORMATION YOU RECEIVE VIA POSTAL MAIL, E-MAIL, FAX, OR OTHERWISE. THIS INCLUDES BUT IS NOT LIMITED TO RESPONSIBILITY FOR THE ACCURACY OR COMPLIANCE WITH ANY APPLICABLE LOCAL LAWS. NEITHER ACPARE, LLC, NOR ANY OF ITS OFFICERS, STAFF, ADVISORS, REPRESENTATIVES, OR DESIGNEES SHALL BE LIABLE IN ANY WAY WHATSOEVER (INCLUDING, BUT NOT LIMITED TO, NEGLIGENCE) FOR ANY DIRECT, SPECIAL OR CONSEQUENTIAL DAMAGES RESULTING FROM EITHER YOUR USE OF THIS PRODUCT OR YOUR INABILITY TO USE IT EVEN UNDER ANY CIRCUMSTANCE IN WHICH ACPARE, LLC, OR ANY OF ITS REPRESENTATIVE(S) HAVE BEEN ADVISED OF POTENTIAL LIABILITY, DAMAGES, OR INJURY. CERTAIN APPLICABLE LAWS MAY NOT ALLOW ALL THE LIMITATIONS OF LIABILITY DESCRIBED HEREIN. TO THE EXTENT THAT ANY OF THE ABOVE REMEDIES AND/OR LIMITATIONS SHOULD BE DEEMED TO FAIL OF THEIR ESSENTIAL PURPOSES,