

INVESTOR QUESTIONNAIRE INITIAL INTERVIEW & PORTFOLIO REVIEW



INVESTOR NAME(S): *for multiple investors, please indicate primary contact for all communication*

1. _____ Primary Contact: ☐

Tel: _____ Email: _____

2. _____ Primary Contact: ☐

Tel: _____ Email: _____

3. _____ Primary Contact: ☐

Tel: _____ Email: _____

CURRENT PORTFOLIO & FINANCING STRUCTURE

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 STRATEGY: 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 currently 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: _____

CURRENT PORTFOLIO & FINANCING STRUCTURE

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

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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: _____

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 <u>all</u> current mortgages on all properties ☐ Recent property tax statements for <u>all</u> properties that you own ☐ Copies of leases for all rental properties that you already own		