

# Potential Buyer Interview

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Company location: \_\_\_\_\_

1. Do you prefer move in ready or rehab? \_\_\_\_\_
2. Do you have rehab teams in place? \_\_\_\_\_
3. What areas are you targeting? \_\_\_\_\_
4. How many properties did you buy last year? \_\_\_\_\_
5. How many properties do you plan to buy this year? \_\_\_\_\_
6. How come you don't plan to buy (Double the amount stated above)?

Bottleneck: \_\_\_\_\_

7. How do you finance? \_\_\_\_\_
8. Do you prefer single family homes or apartments? \_\_\_\_\_
9. Do you base your purchase price on equity or COCR? \_\_\_\_\_
10. How much equity or COCR do you expect to make per house? \_\_\_\_\_
11. What is your maximum purchase price? \_\_\_\_\_