

Questions To Ask Every Contract Holder to JV On a Wholesale Deal

- What do you propose the profit split would be?
- What is the full address?
- What is the current contracted price you have it for
What work needs to be done to the property and how much will it cost in your opinion?
- What is your estimated After Repair Value (ARV?)
- Do you have 5-6 relevant comps no further than 1/2 mile away to support it to support your ARV?
- Are there any more people involved on the deal? Any partners?
- What is the agreed upon closing date?
- How many days are left in the inspection window to view the property?
- How do we get access to the property to have potential cash buyers come through to make an offer? Lockbox? You? Owner?
- Is the home occupied or vacant? If occupied, is it the actual homeowner or a renter?
- What title company/closing attorney are you looking to use and have you done wholesale deals with them before?
- Who is the contact person and their contact info at the closing company?
- Is this deal going to be a single closing assignment or does it need to be a double closing and if so why?
- Is this area a nicer area primarily with homeowners or is it more of a rental property area?
- Do you have pictures inside and out that you can send me to give to you potential cash buyers?
- Is this home going to foreclosure or tax sale? If so when?
- Does it have a loan on it and if so do you have a current payoff from the bank?
- Are there any other liens or encumbrances you are aware of?
- Where do we send the JV Agreement for signing and to what company name?
- Is there anything about the area or the house that need to be noted that could cause the property to be tougher to sell?

EXAMPLE

15 Business Day Joint Venture Option Contract

Received from: Johnson Homes, LLC (Buyer/JV Partner), the sum of \$10.00 (ten dollars) Shown by Cash, X Cashier's Check, Personal Check, or Other _____.

Payable to Smith Homes, LLC (Seller/Contract Holder), to be held uncashed until this option is accepted as deposit.

Toward the price of: (\$150,000.00) One hundred and fifty thousand Dollars.

1) Property: Seller/Contract Holder hereby gives and grants to Buyer/JV Partner and\or assignees for a period of 15 (fifteen) business days from the date hereof, the exclusive right and privilege of purchasing the following described real property located at:

Property Address: 123 Main Street, Mesa, AZ 85203

2) Seller/Contract Holder Agrees to a 50/50 split of proceeds over and above sales price with Buyer/JV Partner.

This is a legal and binding contract and has been thoroughly reviewed by both parties.

By: John Smith (Seller/Contract Holder) Date
Member
SMITH HOMES, LLC

By: Jim Johnson (Buyer/JV Partner) Date
Member
Johnson Homes, LLC

Business Day Joint Venture Option Contract

Received from: _____ (Buyer/JV Partner), the sum of
_____ Shown by Cash, Cashier's Check, Personal
Check, or Other _____.

Payable to _____ (Seller/Contract Holder), to be held uncashed
until this option is accepted as deposit.

Toward the price of: _____

1) Property: Seller/Contract Holder hereby gives and grants to Buyer/JV Partner and\or
assignees for a period of _____ business days from the date hereof, the
exclusive right and privilege of purchasing the following described real property located
at:

Property Address: _____

2) Seller/Contract Holder Agrees to a _____ split of proceeds over and above sales
price with Buyer/JV Partner.

This is a legal and binding contract and has been thoroughly reviewed by both parties.

By: _____ (Seller/Contract Holder) _____ Date
Member

By: _____ (Buyer/JV Partner) _____ Date
Member