



# 22 CRITICAL QUESTIONS

EVERY REAL ESTATE INVESTOR SHOULD BE ASKING

**THINK**  
MULTIFAMILY

[www.thinkmultifamily.com](http://www.thinkmultifamily.com)



# 22 CRITICAL QUESTIONS **EVERY REAL ESTATE INVESTOR** SHOULD BE ASKING

1. Can you please send me a copy of the T12, OM, & Rent Roll?
2. What stabilized properties have you sold and what were the ROIs?
3. What stabilized properties do you currently own and how are they performing?
4. Are you putting any of your own money in the deal?  
If yes, how much?
5. Do you have any non-stabilized properties?  
If yes, when will they realistically become stabilized?



# 22 CRITICAL QUESTIONS **EVERY REAL ESTATE INVESTOR** SHOULD BE ASKING

6. Have you had a property fail?

If yes...

What did you learn?

What could you have done to prevent the failure?

7. Have you had any cash calls?

If yes, why?

8. Have you ever been voted out as a lead?

9. Can you be voted out in this deal?

If yes, what % is required to be voted out?

10. Have you ever voluntarily resigned as a lead?



# 22 CRITICAL QUESTIONS **EVERY REAL ESTATE INVESTOR** SHOULD BE ASKING

11. Are you a full time real estate investor or do you have another job too?
12. Did you use a 3rd party due diligence company on this property?
13. Do you or someone on your team live in the city where the property is?
14. Are you planning on using a 3rd party management company?  
If yes, who do you plan on using?
15. Can you give me a few names and contact info of current investors or repeat investors?



# 22 CRITICAL QUESTIONS **EVERY REAL ESTATE INVESTOR** SHOULD BE ASKING

16. Will a new LLC be created for the property or are you using an existing LLC?
17. What other commitments or obligations do you have outside of this current deal?
18. What reports will you provide? How often?
19. Do you plan to have any family members or affiliated business that you own provide any services to this multi-member investment?



# 22 CRITICAL QUESTIONS **EVERY REAL ESTATE INVESTOR** SHOULD BE ASKING

20. What kind of financing are you pursuing?

21. What are the make-ready and/or renovation needs?

How long will they take?

Will it be done in-house?

22. Are you signing on the loan? If not, why?