

## **The Multifamily Investing Process**

1. Pick a Market
2. Assemble your Team
3. Find Passive Investors (Equity Investors) for your Deals (Only for Syndications)
4. Evaluate Deals
5. Make Offers (Submit Letters of Intent)
6. Negotiate the Deal with the Seller → Letter of Intent Signed → Send to Your Real Estate Attorney
7. Sign the Purchase and Sale Agreement (Contract)
8. Equity Investors (Only for Syndications)
9. SEC Attorney to Prepare Syndication (Only for Syndications)
10. Request/Receive/Review the Seller's Documents in Due Diligence
11. Work with the Lender to Secure Financing Approval
12. Onsite Due Diligence: Inspect/Units
13. Receive/Review/Sign Term Sheet with Lender (Rate Lock)
14. Close on Deal