



TOP TEN QUESTIONS TO ASK A BORROWER

(Before you agree to work with them)

10

Will the borrower be an individual or an entity?

09

Why do you think this is a good investment property?

08

What are the three best comparable properties?

07

Do you have a detailed cost budget for all renovations?

06

What other lenders and brokers have you shown this deal to?

05

Are you willing to sign an exclusive broker fee agreement?

04

Do you have control of the deal under a signed contract?

03

What are your exit plans (i.e. How will you pay the loan back)?

02

What type of experience do you have in this area with this property type?

01

How much cash do you have available for a closing in 30-45 days?