

Questions to Ask a Real Estate Sponsor

1. How long have you been in business?

2. What sort of experience do you have with this product type?

3. How well do you know this local market?

Notes

4. Who else is on your team?

5. Have you owned real estate during a downturn?
If so, how have you navigated downturns?

6. How did your firm react to the COVID-19 crisis?

Notes

7. What is your overarching real estate investment strategy?

8. What is your company's approach to leverage?

9. Do you invest equity in deals as well?

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10. What is your fee structure? How do you earn your income?

11. Can I tour some of your current or previous projects?

12. Where do you see the company in five, ten, and twenty years from now?

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