

## IBIS DEVELOPMENT GROUP PARTNERSHIP QUESTIONNAIRE

(All information will remain under strict confidence and never shared)

### Basic Information

Name of Company: \_\_\_\_\_

Address: \_\_\_\_\_

Phone Number: \_\_\_\_\_

Principals Name(s): \_\_\_\_\_

E-Mail Address(es): \_\_\_\_\_

Web Address: \_\_\_\_\_

Year established: \_\_\_\_\_

Corporation/Partnership/Fund: \_\_\_\_\_

Are you a real estate owner/operator?: \_\_\_\_\_

### Current Portfolio

Amount of Square Feet Owned/Operated: \_\_\_\_\_

Current geographic locations/markets \_\_\_\_\_

Asset Class(es) (Retail, Office, etc): \_\_\_\_\_

Approximate Value of Investment Holdings: \_\_\_\_\_

Approximate Cash Holdings: \_\_\_\_\_

Date of Last Asset Purchased: \_\_\_\_\_

### Properties Desired and other information

Would you look at performing or non-performing bank notes/mortgages?: \_\_\_\_\_

Your "sweet spot" deal size range (in \$): \_\_\_\_\_

Preferred asset class(es) which you are seeking: \_\_\_\_\_

Desired geographic region or markets: \_\_\_\_\_

Generally speaking, how quickly can your company close: \_\_\_\_\_

Desired IRR and/or return (however you analyze your deals): \_\_\_\_\_

Typical or desired holding period of an asset: \_\_\_\_\_

Would you need to raise cash in order to close a deal?: \_\_\_\_\_

Would a principle be available for bank/fund meetings?: \_\_\_\_\_

Which law firm or attorney represents your firm?: \_\_\_\_\_

Your Insurance company/brokerage: \_\_\_\_\_

Are you interested in having Ibis Insurance (an independent broker) evaluate your insurance needs? \_\_\_\_\_

If yes, what types of insurance(s) products do you need? \_\_\_\_\_

Banks or financial institutions that you have accounts or banking relationships with (it sometimes helps in acquiring notes): \_\_\_\_\_

Are you interested in having Ibis Funding Group (an independent commercial mortgage broker) aid in any commercial financing or refinancing needs? \_\_\_\_\_

Are you interested in having Ibis Development analyze deals, appraise a property, due diligence work or act as an independent second opinion on future deals? \_\_\_\_\_