

"NOT YOUR BASIC BEAN COUNTER"

REAL ESTATE QUESTIONNAIRE



Please, take a few minutes to fill this out. It will make our initial meeting so much more beneficial to YOU. I need this information to be able to focus on your individual needs. All I ask is that you answer the questions HONESTLY...don't say what you *think* I want to hear!

CURRENT RENTAL REAL ESTATE OWNERS

check here if N/A

Please tell me how many of each type you own and where they are (city & state):

- Single-family # _____ Where? _____
- 2 or 3 plex # _____ Where? _____
- Multi # _____ Where? _____
- Commercial # _____ Where? _____
- Just land # _____ Where? _____
- Other # _____ Where? _____

1	Are you making money, on an after-tax basis, on your rental(s)?
2	Are you fairly sure that you are getting all the deductions you are entitled to for your rental properties?
3	Are you aware of the Real Estate Professional rules?
4	Do you regularly review and understand the detailed depreciation schedule?
5	Do you know what a "like-kind exchange" is and the rules for them?
6	Do you have a good "feel" for what the tax consequences would be if you sold your rental(s) today?
7	Are any of your rentals owned as LLC's?
8	Any plans to buy or sell any rental properties in the next year or so?
9	Have you <i>already</i> bought any rental real estate this year?
10	Have you refinanced any loans related to any of your rental properties?
11	Have you taken out any NEW loans related to the properties?
12	Are you renting to any related parties (yourself, your business, relatives, etc.)?
13	
14	

Yes	No	Not Sure

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THINKING ABOUT BUYING RENTAL PROPERTIES?

check here if N/A

		Yes	No	Not Sure
1	HONESTLY, on a scale of 1 to 10 (10 being high), how serious are you? _____			
2	Are you pretty savvy regarding the tax benefits of owning rental properties?			
3	Do you understand the concept of "depreciation"?			
4	Mortgages can be very complex. There are many kinds relating to fixed vs. variable, rates, points, prepayment penalties, closing costs, hidden costs, etc. Would you say you have a decent knowledge of these issues?			
5	Are you fairly sure that you know all of the tax deductions you can claim regarding the ownership of rental properties?			
6	Do you know how to "read" a Settlement Statement? You get one of these at closing. They have a lot of tax information on them.			
7				

OWNERS OF *NON-RENTAL* REAL ESTATE *(this would be any real estate, other than your personal residence, that you are NOT renting out...like land, a second home, etc.)*

check here if N/A

		Yes	No	Not Sure
1	Do you know what a "like-kind exchange" is and the rules for them?			
2	Do you know the current market value(s)?			
3	If you sold them today, do you know what the tax consequence would be?			
4	Are you aware of the legal deductions you can take for this type of property?			
5	Do you have any loans against this/these properties?			
6	Have you sold any of these properties this year?			

YOUR PERSONAL RESIDENCE/HOME

check here if N/A

		Yes	No	Not Sure
1	Have you ever rented your personal residence out?			
2	Do you operate a business out of your home?			
3	Have you ever taken depreciation deductions on your personal residence?			