

INVESTOR QUESTIONNAIRE

RE 870 (Rev. 10/13)

- Initial: _____ (Date Completed)
 Annual: _____ (Date Completed)
 No material changes: Check here and sign the Certifications on page two.

This questionnaire is intended to assist brokers in determining an investor's suitability for trust deed and real property sales contract investments as required by Business and Professions Code Section 10232.45.

NOTE: The California Bureau of Real Estate does not endorse or offer any opinions regarding the suitability of any proposed or existing real estate investments. A guide to trust deed investments entitled "Trust Deed Investments – What You Should Know!!" (RE35) is available on the Bureau's web site at www.bre.ca.gov under the Publications menu.

INVESTOR

INVESTOR NAME _____ CO-INVESTOR NAME _____

If the investor is an entity, this questionnaire should be completed and signed on the entity's behalf by the natural person with the authority to invest the entity's funds.

NAME OF ENTITY _____

TYPE OF ORGANIZATION (Limited Liability Company, Retirement Plan, Pension Plan, Partnership, etc.) _____

NAME OF PERSON COMPLETING THIS QUESTIONNAIRE _____ TITLE _____

GENERAL INFORMATION

ADDRESS _____ ADDRESS _____

TELEPHONE NUMBER _____ TELEPHONE NUMBER _____

DATE OF BIRTH _____ DATE OF BIRTH _____

EMPLOYMENT INFORMATION

| | | | |
|-------------------|---|-------------------|---|
| CURRENT POSITION: | TITLE _____ | CURRENT POSITION: | TITLE _____ |
| | <input type="checkbox"/> RETIRED | | <input type="checkbox"/> RETIRED |
| | LENGTH OF TIME IN POSITION _____ Years | | LENGTH OF TIME IN POSITION _____ Years |

PREVIOUS POSITIONS/PROFESSIONS _____ PREVIOUS POSITIONS/PROFESSIONS _____

EDUCATION

HIGHEST YEAR COMPLETED _____ HIGHEST YEAR COMPLETED _____

YEAR OF GRADUATION _____ YEAR OF GRADUATION _____

DEGREE/DIPLOMA _____ DEGREE/DIPLOMA _____

FINANCIAL SITUATION

ESTIMATED ANNUAL INCOME

| | | | |
|--|---|---|---|
| <input type="checkbox"/> Under \$50,000 | <input type="checkbox"/> \$50,001 to \$100,000 | <input type="checkbox"/> \$100,001 to \$200,000 | <input type="checkbox"/> \$200,001 to \$300,000 |
| <input type="checkbox"/> \$300,001 to \$500,000 | <input type="checkbox"/> \$500,001 to \$750,000 | <input type="checkbox"/> \$750,001 to \$1,000,000 | <input type="checkbox"/> \$1,000,001 to \$5,000,000 |
| <input type="checkbox"/> \$5,000,001 to \$10,000,000 | <input type="checkbox"/> Over \$10,000,000 | | |

ESTIMATED NET WORTH (Do not include the value of a principal residence, home furnishings, or automobiles.)

| | | | |
|--|---|---|---|
| <input type="checkbox"/> Under \$50,000 | <input type="checkbox"/> \$50,001 to \$100,000 | <input type="checkbox"/> \$100,001 to \$200,000 | <input type="checkbox"/> \$200,001 to \$300,000 |
| <input type="checkbox"/> \$300,001 to \$500,000 | <input type="checkbox"/> \$500,001 to \$750,000 | <input type="checkbox"/> \$750,001 to \$1,000,000 | <input type="checkbox"/> \$1,000,001 to \$5,000,000 |
| <input type="checkbox"/> \$5,000,001 to \$10,000,000 | <input type="checkbox"/> Over \$10,000,000 | | |

ESTIMATED LIQUID ASSETS (Cash in bank, readily marketable stocks or bonds)

| | | | |
|--|---|---|---|
| <input type="checkbox"/> Under \$50,000 | <input type="checkbox"/> \$50,001 to \$100,000 | <input type="checkbox"/> \$100,001 to \$200,000 | <input type="checkbox"/> \$200,001 to \$300,000 |
| <input type="checkbox"/> \$300,001 to \$500,000 | <input type="checkbox"/> \$500,001 to \$750,000 | <input type="checkbox"/> \$750,001 to \$1,000,000 | <input type="checkbox"/> \$1,000,001 to \$5,000,000 |
| <input type="checkbox"/> \$5,000,001 to \$10,000,000 | <input type="checkbox"/> Over \$10,000,000 | | |

SOURCE OF INCOME AND CASH RESOURCES _____

FINANCIAL SITUATION (continued)

LIQUIDITY NEEDS – Select one of the following:

- Primary need is liquidity/cash
- Need some liquidity for possible quick access to cash
- No liquidity needed; have other sources of cash

INVESTMENT EXPERIENCE

Report investment experience in years:

- | | | |
|---|---|--|
| <input type="checkbox"/> No investment experience | <input type="checkbox"/> Annuities _____ | <input type="checkbox"/> Bonds _____ |
| <input type="checkbox"/> Mutual Funds _____ | <input type="checkbox"/> Notes _____ | <input type="checkbox"/> Options _____ |
| <input type="checkbox"/> Stocks/Shares _____ | <input type="checkbox"/> Other (specify): _____ | |
| <input type="checkbox"/> Real Estate _____ | | |

INVESTMENT EXPERIENCE IN NOTES SECURED BY TRUST DEEDS OR REAL PROPERTY SALES CONTRACTS

- Months Years

NUMBER OF PREVIOUS INVESTMENTS IN NOTES SECURED BY TRUST DEEDS OR REAL PROPERTY SALES CONTRACTS

OTHER INVESTMENTS CURRENTLY HELD BY THE INVESTOR

OTHER CONSIDERATIONS

OTHER EDUCATIONAL, BUSINESS, OR FINANCIAL EXPERIENCES, INVESTMENT CONSIDERATIONS, FINANCIAL SITUATIONS, TRAINING (INCLUDING SEMINARS, CONTINUING EDUCATION, ETC.), OR PROFESSIONAL LICENSES AND CERTIFICATIONS

INVESTMENT OBJECTIVE

OBJECTIVE OF INVESTOR(S) FOR PURCHASING OR INVESTING IN TRUST DEEDS OR REAL PROPERTY SALES CONTRACTS

INVESTOR ACKNOWLEDGEMENT

I certify (or declare) that the information provided in this questionnaire is true and correct to the best of my knowledge. I am providing this information for the purpose of determining whether or not trust deed or real property sales contract investments are suitable for me. I understand that the broker may request an annual update of this information and that the broker may request additional information regarding my suitability as an investor for each specific transaction. I acknowledge that investments in notes secured by trust deeds and real property sales contracts are subject to risk of loss of principal and monthly income.

| | | | |
|--------------------|------|-----------------------|------|
| INVESTOR SIGNATURE | DATE | CO-INVESTOR SIGNATURE | DATE |
|--------------------|------|-----------------------|------|

BROKER ACKNOWLEDGEMENT

I certify (or declare) that I have reviewed this completed questionnaire and that I will use the information herein to aid in meeting my responsibility to make reasonable efforts to determine that proposed investments are suitable and appropriate for the investor(s) above based on the information provided.

| | | | |
|---|-------------------|-------------------------|-------------------|
| NAME OF BROKER | LICENSE ID NUMBER | BROKER'S REPRESENTATIVE | LICENSE ID NUMBER |
| BROKER OR DESIGNATED REPRESENTATIVE SIGNATURE | | | DATE |

A broker shall maintain records of the information used to determine that an investment is suitable and appropriate for each investor/purchaser for at least four years.