

13 Things To Never Say or Do To A Multifamily Seller

1. Never contact seller's staff or tenants without the seller's permission.
2. Never criticize any part of the property, record keeping, management style, etc.
3. Don't tell a seller or the listing broker they'll never get their ask price.
4. Don't send non-decision makers in your place to tour property for the first time.
5. Never submit a low ball offer.
6. Never announce you need enough time to raise the equity from your investors.
7. Never announce it will be difficult to finance the deal for whatever reason.
8. Never announce the deal is not your typical acquisition.
9. Never announce how busy you are on other deals but you'll do your best.
10. Never announce you look for distressed deals at a deep discount.
11. Don't tell the seller you'll beat the highest bidder's offer.
12. Don't ask to tour the property at weird times cause you have an unrelated day job.
13. Don't announce that your attorney is difficult but you'll smooth things out.



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