STATE OF CALIFORNIA
DEPARTMENT OF REAL ESTATE
Real Estate MATTERS!

INVESTOR QUESTIONNAIRE

RE 870 (Rev. 12/12)

☐ 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 Department 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 Department's web site at www.dre.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 ☐ RETIRED	CURRENT POSITION:	TITLE ☐ 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

☐ Under $50,000	☐ $50,001 to $100,000	☐ $100,001 to $200,000	☐ $200,001 to $300,000
☐ $300,001 to $500,000	☐ $500,001 to $750,000	☐ $750,001 to $1,000,000	☐ $1,000,001 to $5,000,000
☐ $5,000,001 to $10,000,000	☐ Over $10,000,000		

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

☐ Under $50,000	☐ $50,001 to $100,000	☐ $100,001 to $200,000	☐ $200,001 to $300,000
☐ $300,001 to $500,000	☐ $500,001 to $750,000	☐ $750,001 to $1,000,000	☐ $1,000,001 to $5,000,000
☐ $5,000,001 to $10,000,000	☐ Over $10,000,000		

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

☐ Under $50,000	☐ $50,001 to $100,000	☐ $100,001 to $200,000	☐ $200,001 to $300,000
☐ $300,001 to $500,000	☐ $500,001 to $750,000	☐ $750,001 to $1,000,000	☐ $1,000,001 to $5,000,000
☐ $5,000,001 to $10,000,000	☐ 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:

☐ No investment experience

☐ Mutual Funds	_____	☐ Annuities	_____	☐ Bonds	_____
☐ Stocks/Shares	_____	☐ Notes	_____	☐ Options	_____
☐ Real Estate	_____	☐ Other (specify): ________________________			_____

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
Wachter Investments, Inc.	00746683	Richard B. Wachter	782913
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.