

Top 10 Questions to Ask About Multi-family Properties

1. What are demographic and employment trends in the area? Are young professionals attracted to the area?
2. How competitive is the property, in terms of rents, layouts, amenities, construction quality, and access to transportation and services in the area? Is its vacancy rate in line with comparable multi-family properties?
3. Are any new multi-family developments proposed for this market? How much zoned and approved apartment land is available within the market area of the property?
4. What are the issues in the market with respect to rent control, subsidized, or assisted housing?
5. Does the property contain any subsidized units? Is it subject to any such requirements now or in the future?
6. What is the tenant mix of the property? Has tenancy been stable or has there been a considerable amount of turnover? What are lease terms?
7. What is the property's curb appeal? Does it have amenities such as a pool, fitness center, or covered parking that would give it a competitive advantage?
8. Has there been a history of theft, property damage, or other criminal activity at the property?
9. What is the property's reputation in the apartment brokerage and tenant community?
10. Does the property contain any asbestos, radon, bentonite soils, PCBs, formaldehyde, or any hazardous waste? Are there any electrical transformers on the site?