



CONFIDENTIAL BUYER PROFILE

Buyer Name	Best Phone	Email

Address	City/Zip

Section I- FINANCIAL

(Check which applies)

- I plan to acquire a winery/vineyard solely with my personal funds or funds of the company I represent
 - My personal financial capability will allow me to close an escrow at a value up to \$_____ million.
 - I have \$_____ cash and would be getting a loan for up to _____% of the closing price.
 - I have spoken with a lender and have a written pre-qualification or pre-approval commitment (see attached).
 - I would like WineryX to provide me with some lender referrals.

- I plan to involve partners, in addition to my own funds
 - I have written commitments from an investor(s)/partner(s) for \$_____ (see attached)
 - I have verbal commitments from an investor(s)/partner(s) for \$_____
 - My investor(s)/partner(s) are willing to complete the financial portion of a separate Buyer Questionnaire (see attached)

- I will be acquiring a winery/vineyard almost exclusively with investor/partner monies.
 - I have written commitments from investor(s)/partner(s)
 - I have verbal commitment from investor(s)/partner(s)

Section II- BUYER EXPERIENCE

- I currently own or am an investor in a winery or vineyard
- I am currently employed or have been employed in the wine business
- I am familiar with winery and/or vineyard operations
- I am unfamiliar with winery/vineyard operations and would like WineryX to provide me with resources
- I have a wine brand that is produced at a custom crush facility and want to expand to my own winery
- Other _____

Section III- INVESTMENT EXPECTATIONS

- I am looking for a commercial winery or vineyard that will immediately or in a short period of time provide a net income return on my investment
- I am looking for a commercial winery or vineyard that is underperforming, that needs improvement and has an eventual upside
- I will not consider a winery and/or vineyard with a residential component
- I prefer a winery and/or vineyard with a residential component
- I am looking for a lifestyle winery or vineyard that would provide an income on the winery/vineyard portion of the acquisition, but I do not expect that income to pay for or support the residential component
- I am looking for lifestyle winery or vineyard with an impressive residence
- I am looking for a lifestyle winery or vineyard with a modest residence
- I am looking for a lifestyle winery or vineyard that will provide an income or pay for the cost of funds for the entire acquisition, including a residence
- I will not consider real estate appreciation in my evaluation of a winery or vineyard opportunity
- I will consider real estate appreciation in my evaluation of a winery or vineyard opportunity

Section IV- BUYER TIMEFRAME AND ACQUISITION STYLE

- I am financially prepared to enter into a contract to purchase a vineyard that suits my criteria immediately
- I am a cautious buyer who is more comfortable conducting basic due diligence on a vineyard prior to writing an offer

- I am comfortable writing an offer on a winery and/or vineyard that suits my needs and price point, and to conduct due diligence as a contingency of closing the sale
- I have not looked at any wineries or vineyards for sale yet
- I know exactly what type of winery and/or vineyard value I want
- I will need to examine some winery and/or vineyard opportunities to help me define what kind of situation I really want
- I am the sole decision maker
- I will need to get approval from partner(s)/investor(s)
- I am working with other real estate agents: _____,
_____, _____

Section V- Opportunities Already Considered

I have already looked at these wineries and/or vineyards and passed on them:

I have already looked at these vineyards and they are still in consideration:

- The vineyard component must have _____ acres of planted or plantable vines
- I do not want substantial vineyards (more than 10 acres)
- My preferred region(s) for an ideal vineyard acquisition: _____
_____, _____, _____

- I wish to keep my interest in acquiring a winery and/or vineyard anonymous at this time

• Tell us about yourself
