



Real Estate Capital Raising: Writing Your Term Sheet

Nick Jevic

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Pitching prospective investors for your real estate investment opportunities means painting a compelling vision of the opportunity you are sponsoring. and once you have them emotionally hooked, you will need to be able to articulate the structure and economics of your deal. That's where your term sheet comes in.

Your Term Sheet is important for a few reasons: 1) committing your thoughts to paper helps you think through your structure; 2) presents you and your business in a professional way; and 3) eliminates any misunderstandings about what the deal is - no "but I thought you said..."

This book will guide you through each section of your term sheet with simple to understand language. Additionally, I've included two examples of term sheets that you can copy and use. One for a blind pool, or fund. A fund is used when you pool money from investors for investments in a particular asset class, but the specific investments have not been identified. As you find opportunities, money gets "called from your investors.

The second term sheet is for a one-off investment, or a single asset transaction. This second term sheet anticipates that the investment vehicle is an LLC and you are raising money for an identified specific investment. This type of transaction is structured as one entity (in this case and LLC) for one investment with one investor or group of investors.

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