

Real Estate Power Team Questionnaire

Investor Friendly Real Estate Agent

- How long have you been working with investors?
- Are you currently investing yourself?
- What are some of the services you offer investors?
- Are you willing to submit creative or lowball offers for me on distressed properties or properties that have high days of market?
- If I give you all my listings (of properties I rehab), are you willing to list them at a small discount?
- Do you have the ability to make offers on HUD properties?
- If I need you to research or comp properties how fast can you get the information I need back to me?
- Are you willing to show me “how” you comp properties on the MLS? Can I look over your shoulder while you comp a property and research tax records?
- Which investor friendly closing agent do you suggest I use?
- Can you refer me to any hard money lenders?
- Can you refer me to any investors that you’re currently working with?

Property Manager

- How many properties do you currently manage?
- What marketing strategies do you deploy to find tenants?
- How do you pre-screen potential tenants?
- Are you licensed? What brokerage do you hang your license with?
- How do you collect and process payments or collections?
- How do you handle evictions? Do you outsource or handle in-house?
- What are your “fee’s” for managing my rental?
- Do I get a discount if you manage multiple properties for me?
- Who handles maintenance and repairs?
- If you ever come across someone that needs to sell quick for cash, will you refer them to me?
- Can you refer me to any investors that you’re currently working with?

Closing Agent

- Do you currently specialize in working with investors?
- Do you offer an investor discount?
- Do you close creative deals such as wrap-around-mortgages, or subject-to transactions?
- Do you allow double (simultaneous) closings?

- Will you do preliminary title searches for me?
- Can I close in the name of a Trust?
- Can I call you on a weekend or at nighttime if I have an urgent question?
- Can you refer me to any investors that you're currently working with?

Real Estate Attorney

- What is your hourly rate?
- Do you charge for a quick 5 minute support phone call or email?
- Do you have a standard "investor contracts package" that you sell?
- What would you charge to review my contracts if I bring them into you?
- Do you handle evictions?
- Will you help construct complicated deals?
- Do you process title work?
- Are you familiar with Trusts (Land and/or Personal Property)?
- Can you refer me to any investors that you're currently working with?

General Contractor / Handyman

- Do you currently work with any other investors?
- Are you licensed, bonded, and insured?
- If I have a property I am thinking about buying, can you walk the property with me to give a quick estimated bid of repairs?
- How fast can you return a hard bid for a project?
- Do you work with a crew, or hire out random subs?
- I typically pay for materials upfront then payments as the work gets completed and reviewed. Will this work for you?
- If I need locks changed or the property secured (boarded up), will you charge me a flat fee? How much?
- Have you ever been sued by a client?
- If you ever come across someone that needs to sell quick for cash, will you refer them to me?
- Can you refer me to any investors that you're currently working with?

Mortgage Lender

- What are the current lending programs available to investors?
- Is there a limit on how many properties I can get financed?
- Can you explain to me how a lender earns money (front and back-end fees)?
- Can you run credit checks on potential buyers for me if they consent?
- Do you (or someone you know) offer credit repair services?
- If you ever come across someone that needs to sell quick for cash, will you refer them to me?

- Do you currently work with other investors?
- Can you refer me to any investors that you're currently working with?

Hard Money Lender

- How much money do they currently have that is available to lend out?
- What are your typical loan terms?
- Do you charge any upfront fees?
- How quickly can you fund a loan?
- Do you fund properties purchased at foreclosure auction?
- How do you secure your loans? Do you require a personal guarantee?
- Is there a pre-payment penalty?
- Is there a fee if I need to extend out the loan, or if I am late on a payment?
- Will you provide me with a proof-of-funds letter I can use to make offers?
- Do you ever take a property back that you need to sell quickly to re-coup your money? Can I be your first phone call?
- Can you refer me to any investors that you're currently working with?

Accountant

- Do you work with a lot of real estate investors?
- Do you currently invest in real estate yourself?
- From a tax perspective, is there a difference between quick turning real estate, versus holding it for a while?
- How should I treat depreciation?
- What deductions can or should I be taking?
- What does it mean to be considered a "real estate dealer"?
- What do you charge for book keeping services?
- Are you familiar with 1031 exchanges? Can you refer me to a good 1031 exchange company?
- What strategies have you used lately to help save a client money?
- If you ever come across someone that needs to sell quick for cash, will you refer them to me?
- Can you refer me to any investors that you're currently working with?

Inspector / Appraiser

- How much do you charge for your services?
- How fast can you get an (inspection or appraisal) done?

- Can I ride along with you for a day or two and shadow you while you do your job?

Insurance Agent

- Can you educate me on the different policies you offer to investors?
- Do you offer “same day service”?
- If you ever come across someone that needs to sell quick for cash, will you refer them to me?
- Can you refer me to any investors that you’re currently working with?