

# Real Estate Agent Questionnaire

Although there are many real estate agents out there, not all of them have the skills and experience to work well with investors.

## General Questions

- How long have you been in business for?
- Do you own any investment properties yourself? Why or why not? What was your criteria for purchasing them?
- Why should I work with you instead of other agents in the area?
- Can you provide 2-3 referrals to real estate investors who used your services in the past?

## Services Offered

- Which specific areas do you operate in? How long have you been operating in these areas?
- Do you primarily work with property sellers or buyers?
- How often do you work with real estate investors? What percentage of your clients is made up of investors?
- What types of investors do you usually work with (individual, institutional, buy & hold, fix & flip, residential, commercial, etc.)?
- Where do you find leads, especially for investors? What sources, contacts do you use?
- Do you work with REO's, foreclosures or short sales a lot?
- Are you comfortable with calculating NOI, cash flow, cap rates, ROI, IRR and other metrics for investment properties?
- Do you offer project management services if the property needs rehab work after purchase?
- Do you closely work with any property managers in the area? If so, which ones?
- What other members of your team or referrals can you give me access to?

## Fees and Contracts

- What is your typical commission rate when representing property buyers? Property sellers?
- Do you require I sign an exclusivity contract before I can work with you?

## Local Market Questions

- What is the current state of your local market?
- What is the forecast for the next 1 to 5 years as far as property prices, rents, economic and population growth are concerned? Can you send me a detailed real estate market report?
- What are the characteristics of a typical neighborhood you sell houses in?
- Which local areas or zip codes do you recommend for buying investment properties?

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