

远程投资 小组作业 第三周

第2组

- 寻找目标agent (为什么选这个agent?)
 - 起草email
 - Question list
-

寻找目标agent

根据前两次作业确定目标城市：Gilbert, AZ


筛选标准：

- 最好是Gilbert 当地agent
- Buyer agent
- 有帮助客户购买investment property的经验（阅读用户review 寻找keyword）

搜索方式1: yelp.com

候选agent 1:

- Yelp [链接](#)
- Agent个人网站[链接](#)



Michele F.
Rock Springs, WY
0 friends
18 reviews
2 photos

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★★★★★

4/25/2019

We just closed on our **investment** property. Mark and Mickie Newman were so easy to work with. They were available, professional and knowledgeable. They generated our paperwork quickly and accurately.

They were constantly in touch with us, the mortgage company and the title company throughout this process. We never felt like we were doing this on our own. This is our 3rd **investment** property purchased in Gilbert, but our first time using Newman Realty. We are so happy we changed realtors and relieved to finally find a full time realtor in the area. We intend on purchasing another **investment** in the area and will definitely be calling the Newmans. You should too!! Thanks Mark and Mickie!!

Useful

Funny

Cool

搜索方式2 : Google中文搜索 (key word: 凤凰城 地产经纪)

搜索结果 : 凤凰城华人资讯网([链接](#))

候选agent:

林淑贤 地产经纪 Cell:480-823-9267

房屋买卖 出租管理 一条龙服务
房屋地产买卖 房屋地产投资
出租管理服务 提供市场分析
免费估计价值

高级住宅区房地产经纪 Paradise Valley and Scottsdale

精通国语, 台语, 英语
Cell:480-823-9267
Fax:480-629-5105
Email:Marrinalin@gmail.com

GORDON MENG孟冬 地产经纪 480-388-9580

大量银行拍卖房, 短卖房, 专业团队服务, 房屋买卖管理
经济逐渐改善, 自住投资, 把握购房良机
耐心周到的服务, 诚信换来您的满意

搜索方式3 : Google Search (key word: *phoenix arizona investment property agent*)

<https://phoenix-propertymanagement.com/im-an-investor/>

<https://aimreservices.com/>

搜索方式4: Zillow Agent finder

结果最多, 可以看过往交易记录, 有客户review, 没有仔细浏览

Email

Hi!

My name is XXX. I'm a real estate investor in CA, and I've been doing research to determine the best place for me to start buying rentals to hold long term for cash flow. My research led me to Gilbert, AZ, and I've found you are the top-producing agent in the area. I'd love to speak with you sometime and see whether you can help me out.

I'm looking for:

- single-family homes
- 3 bedrooms and at least 1 and a half bathrooms
- Light or no repair needed
- Sales price around ~\$300K

My goal is to buy them with conventional financing, repair them to be rent ready, and hire a property manager to rent them out. I plan to buy two to three homes this year.

I see your reputation is stellar from zillow (or from another investor), and you seem to be the best of the best. I hope we can develop a very strong relationship that is profitable for us both! Looking forward to speaking more in depth.

Question List

- 对当地的建议和看法，各个区域特点，投资注意事项？
- 是个人还是团队？
- 是否有其他investor client？成交历史？
- 自己拥有投资房产吗？在哪里，什么样的房子？
- 是否也做Property Management？可否介绍PM, Handyman, Lender
- 预期多久能找到房
- 是否会帮忙做CMA
- 是否会帮忙分析投资回报率
- 是否帮助客户购买过在我的目标价位(\$300k)附近的投资房产？
- 需要抢房吗？如何帮客户提高offer 竞争力？

找到目标房产后：

- CMA
- 投资回报率
- 房子有没有red flag？
- 如何出价