第五组第三周作业

[作业人：John]

目标Agent:

目前的目标地区是北卡州Raleigh地区，是北卡三角区的一个城市。目标房型是10-50个单元的小型公寓。主要是考虑比较便于管理。

考虑选的是以商业地产为主的当地中小型房地产公司。目前刚开始寻找。

Email:

Hello XXX,

My name is XXX. I’m a real estate investor in PA. I’ve been interested to real estates in Raleigh, NC and have done research in the past couple of years. I am ready to start buying rentals to hold long term for cash flow. My target properties are 10 to 50 unit apartment buildings. I’ve found you are one of the top-producing agents in the area.

My plan is to buy one apartment building with conventional financing (or cash) this year or early next year. I am interested to properties that need work (or move in ready with bad management). I would like to hire a property manager to rent them out.

Please let me know if you would be interested in taking me on as a client. I’d love to speak with you sometime and see whether you can help me out. If you have a preferred lender, I would like to get preapproved with him or her. If you or anyone you know has a property manager you can recommend, I would love to reach out and get in touch with that individual as well.

I see your reputation is stellar from a friend, 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.

Regards,

XXX

QuestionList:

A) How many listings do you and your company have on market?

B) What’s the good area for apartment buildings? Why do you recommend the area?

C) What are the rent/mon ranges in the area?

D) What’s the vacancy rate?

E) Who are the tenants, their income?

F) Have you managed properties, in which area?

G) Can you screen properties to meet my requirements?

H) Could you recommend a couple of PMs, contractors/handymen, inspectors?

I) Could you recommend a couple of local lenders?