第四组第三周作业 2

1.Agent

Mr. John Funk

817-987-9408

选择理由： 公司在zillow agent finder 里review 数量和得分排名top 2 . 沟通了需要找有帮助remote investor 经验的Agent之后，公司派了他。 聊了1.5个小时后，觉得他的确对Dallas地区的知识和经验比较丰富。自己本身也有投资房，以及帮助远程客户的经验。

从谈话里面他分享的一些策略和我们课程中学到的相同，比如，他主动建议除了找agent , 也要找PM聊； 买房最好买略低于中位房价的房; 第一次远程，应该优先考虑风险不要太大的，不要剑走偏锋等等。

他帮着对比了一些达拉斯的区域，对于不同地区的租客也有了解。 他们公司提供tool 可以展示给你投资不同房产几年以后的projection. 但是，他们的缺点是要求签agreement, 才能使用这些工具, 和推荐给你PM，lender 等团队。

另外几个agent聊了没有要求签约的（至少暂时没有），感觉知识方面没有此人全面。不过继续找也许能找到不用签约也很好的agent.

John聊天中分享的一些观点：

1. 有大公司近期会搬到Allen /增加员工，建议可以考虑Allen周边的相对便宜的区，比如Murphy.
2. 相比McKinney, 不推荐Celina。因为Celina 地太大，人口总数不多，虽然增长率不错。买在那里的人恨不得都有半亩一亩的地。如果一定要在Celina投资，可以考虑买空地，然后和builder 合作。
3. 对第一次远程投资客建议考虑McKinney, 相对风险小，有好学区。 具体到房型大小，建议买面积小的3卧室SFH。 这样价格低，回报率可能高一些，可以租给从东西两岸因工作搬来的家庭作为第一两年过渡房。

2. Email

Hi XXX,

My name is <name>. I am a real estate investor in Connecticut and I’ve been investing in single family houses locally for many years. Recently I’ve started researching for remote places for my next investment. My research led me to McKinney and I’ve found that you are the top agent in the area. I’d love to speak with you sometime and see whether we can work together.

I’m looking for single-family homes with three bedrooms and at least one and a half bathrooms in good condition. I can either purchases with conventional financing or cash.

I see from your reviews that you’ve helped many investors buy properties before and your reputation is stellar. I hope to find a long term partner and form a strong relationship for the benefit of both of us. If you are interested in taking me on as a new client, please let me know.

Looking forward to speaking with you soon.

Thanks,

XXX

3. Question list

\*How do you find good deals for your clients? Do you provide Off-market deals?

\*What is the best way to communicate with you? Email or text or call?

\*How fast can you act or respond?

\*Are you working with other investors who share my criteria?

\*What is your best marketing plan or strategy for my needs?

\*What are the top three things that separate you from your competition?

\*What haven’t I asked you that you think I should know?