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1.(小组作业) 小组讨论，总结至少5条和多单位公寓经纪人建立有效关系的经验/心得/想法，越多越好。

a. 保持良好沟通

b. 让对方清楚你的标的及参数，比如$/door, cap rate, GRM, DSCR

c. 争取见面谈

d. 当有deal时及时回复并说明理由

e. 明了相互的业务及级别大致相符，比如过往成交历史，专注类型，专注客户群，专注细分市场、

2.(小组作业) 下次答疑时，两个小组各选出两名组员，和另一个小组组员进行和broker电话沟通的role play, 请提前做好准备。(可以用自己的script)

Hi Nick, my name is Sunny. I are looking to acquire a few apartment buildings in the area in the new few months. We typically buy 5-10 units, cap rate around 5% with a little bit of value-added components. I was like to see if you have any deals in the pipeline. I focus on C class building.

3.(小组作业) 和broker第一次见面时，我们的目的是get to know the broker (and his team) and the local apartment market (both investment sales market and rental market) as much as possible。最好的方法是问一系列相关的问题。思考和broker第一次见面时，应该问哪些问题？请写出你能想到的所有问题(最好用英文写)。

How do think about the current market in multiple family opportunities?

Compare to Cap Rate in around area, why this location’s cap rate is different with the other area? It is possible to value add?

How you think about the deal in the hot market?

In your view, the deal can do some value add? How about the area development in post-cov19?