Dear XX,

My name is XXX, and I’m a real estate investor currently residing in XXX. My research has led me to your expert area -- [city/area name], where I think it has great potential and appeal to my investing interest. You are the top-producing agent in the area, and I’d love to speak with you to see if you can help me out.

I am planning to invest in single-family homes with 3-4 bedrooms (+/-office/den) with at least 1 and ½ bathrooms. My goal is to buy 2-3 SFH this year and long hold for cash flow. I am OK with properties in need of repairment or not, and I am looking for local Property Managers and handymen, and hopefully you can recommend some choices from your experience. I will use either conventional loans or cash, and I would like to get a pre-approval letter from your preferred lenders as well.

You are a stellar agent in your area, and I would like to work with you for my investing endeavor in [city/area name]. I hope we can develop a strong relationship that is profitable for us both!

Looking forward to speaking with you in depth!

Best,

XXX

**Questions to ask:**

**About the Agent**

1. How long have you been in business?
2. How many clients are you currently working with?
3. Are most of your clients buyers or sellers?
4. How many real estate deals have you closed in the past year?
5. Your past experience working with investors?
6. Your experience of buying and owning any investment properties?
7. What is your commission?
8. What is your expert area/neighborhood?
9. What are the terms of the buyers’ agreement (if applicable)?
10. Preferred ways of communications? Emails? Text? Zoom? Phone calls?
11. Any insights/resources on local PM and handyman?
12. What is the house price range you usually work with?
13. Any experience with foreclosures, bank REOs, and HUD properties?
14. What else should I know about buying investing properties? (A good agent will take the time to share useful information to ensure that you feel secure and comfortable.)

**About the Area**

1. What is the population growth forecast in the area?
2. What are the main employers in the area? Are they likely to upsize or downsize? Does the local industry have expected wage growth?
3. What is the vacancy rate/rent/risk in this area?
4. What is the average rate in this area?
5. What are some potential risks in this neighborhood/area?
6. What is the percentage of renters in the area?
7. Cash flow vs. Appreciation areas?
8. The availability of the new land in the area? New projects happening in the area?