

special report

The Ten Questions to Ask a Real Estate Agent

by Curtis Oakes & Peter Harris



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A Trump University Special Report

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Meet Curtis Oakes and Peter Harris at
www.oakesgroup.com

Ten Questions to ask a real estate agent *if you are going to invest...*

1. Does he/she invest in real estate themselves?
2. If he/she does, do they invest for capital appreciation or cashflow?
3. What type of properties does he/she invest in?
4. What are your real estate agents Guiding Principles of Investment?
5. What are your real estate agents various ideas on exit strategies?
6. What states does your real estate agent invest in and why?
7. Does your real estate agent manage any property? Have they in the past?
8. Does your real estate agent have direct access to a solid and reputable property manager?
9. Does your real estate agent have a nationwide network?
10. Does your agent search for the best investments by capitalization rates or by price per unit?

Ten Questions to ask your real estate agent *if you are going to list your home or your investment property for sale*

1. How long have they been in the business?
2. What areas (geographical) do they specialize in?
3. What are your areas of specialty?
4. Do they have a team or are they individuals?
5. Do they have an assistant?
6. What type of ongoing skills and personal development training and how frequently do they receive it?
7. What is their marketing plan?
8. Who are their marketing partners?
9. Do they just list homes or do they actively sell listed homes?
10. What is the average time for their property to sell?

Ten Questions to ask your real estate agent *if you are going to buy a home*

1. How long have they been in the business?
2. What areas (geographical) do they specialize in?
3. What are your areas of specialty?
4. Do they focus on residential property or investment property?
5. What are their procedures for showing a property that's of interest?
6. What is their negotiating strategy for buyers in today's market?
7. What is your success percentage (%) of opened and closed sales?
8. How many agents are in your office?
9. Are you one of the top agents in your office?
10. What type of ongoing skills and personal development training and how frequently do they receive it?

Five Questions to ask your real estate agent *on bubble-proof investing*

1. What do you suggest to best protect myself from the fears of the bubble-bursting?
2. What type of research do you have available on real estate cycles in your area?
3. What would be adequate cash reserves for a potential bubble burst?
4. What type of properties do you recommend during volatile times?
5. Are there any good properties available during this so-called bubble period?