

Agent:

Date:

1. How long have you been a real estate agent in Springfield?
2. Do you work full time or part time as an agent?
3. What portion of clients are buyers vs sellers?
4. What property types do you specialize in?
 - a. How many multi unit building deals do you do in a typical year?
5. How will you communicate with us?
6. What clients do you work best with? What has been an issue with clients in the past?

7. How do you feel about dual representation?
8. Do you use a buyer agreement?
9. Do you work with buyers in our price range? (up to \$500,000, maybe maximum of 12 units)
10. Suggestions on financing.
11. Explain my buying strategy,
 - a. how do they feel about being a part of something like that?
12. Any suggestions on books we should read (with regards to multi unit apartments)
13. What haven't we asked you that we need to know?