

30 DECISION MAKING Questions

To Ask Your Property Advisor / Deal Maker or Broker



1. Are you an investor yourself?
2. How long have you been investing PERSONALLY?
3. How long have you been in the business?
4. How many investment properties do you own & where?
5. What is your long term strategy?
6. Why do you recommend this house/development?
7. What are the fees that you receive from the investment?
8. Are they in the deal or separate?
9. How many of these do you personally take / own & where?
10. Did you do/take any in a previous stage or project?
11. Am I buying where you are buying?
12. Am I paying what you are paying?
13. When did you last spend time in the “Street/Suburb”, how often have you been there over the last 6 months and how much time do you spend there each time?
14. What is the strategy of the developers regarding the ratio of renters to owner occupiers?
15. What do you know about the finish (landscape, leisure facilities, infrastructure, public transport...), about the development?
16. Have the developers done one previously?
17. Where is it (info please) and were you involved, how successful (what capital gain in what time) was it...?
18. How much was the rental yield and how has it developed (up or down) from completion, in what time?
19. How long have you been involved/known these developers?
20. How many of those deals are available in total/have you already sold? In what time frame – to investors/to owner occupiers?
21. What do you know about the builders / how long have you known / worked with them?
22. How long has the builder been in business?
23. How many projects have you done with them?
24. Can I see a previous project and House?
25. How did that go from completion?
26. How long is the defects rectification period and what is the past experience of urgent vs. non urgent rectification?
27. Can I please have the contact details of the owners of your last 5 projects/deals? I am sure you don't mind if I have a chat to them?
28. Check with other real estate agents as to “what's the word on the street” about the agent/developer/builder
29. Do a License authority check!!
30. Talk to as many people as possible and cross check info against others, ask questions galore and remember to HAVE FUN WITH IT ☺