

K ellas & Associates, R ealtors

The real estate profession is like every other profession. You have people that actually know what they are doing, and others that want to learn as they go. If you want to find out if they know what they are doing ask them the following questions. Just because they are good at marketing or have a flashy website does not mean they are good at managing your money.

Ask them personally- not your company, not your family, and tell them you want proof and references.

How many investment properties do you own?
If you don't own any, Why?

Do you know What the 94 / 6 principle is?

What type of license do you have?
Salesman or Broker?

How long have you been licensed?

Have you had any complaints or lawsuits?

Have you ever leased any properties?

How many investment properties have you listed / sold in your career?

Do you have any analysis software to calculate a properties performance?

How many 1031 exchanges have you participated in?

What do you know about Fannie & Freddie guidelines?

Do you know anything regarding nonconforming loans?

Have you ever fought a property tax evaluation?

Do you really specialize in something other than multi-family?

What qualifies you to spend my money and obligate me to a mortgage for the next 15-30 years?

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