

# Wholesaler Questionnaire

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**Question 1.** How many properties does your company wholesale a month, on average?

**Question 2.** In what areas of town do you all focus?

**Question 3.** How do you source your deals?

**Question 4.** Do you or any other agents in your company buy any of the deals yourselves before they even reach the buyer's list?

**Question 5.** In what neighborhoods are you seeing a lot of investor and retail activity?

**Question 6.** What neighborhoods should I avoid?

**Question 7.** How do you determine the ARV for a property, if you identify one at all?

**Question 8.** How do you come up with your rehab estimate? And, honestly, how accurate are they?

**Question 9.** If there is a profit estimation provided, what all goes into your calculation for this?

**Question 10.** Do you have contractors and subcontractors that you all can recommend?

**Question 11.** How does the process work of you all notifying your list of available deals?

(Some wholesalers send to the "hot buyers" or those pre-approved through an affiliated lender first, then trickle out to other buyers.)

**Question 12.** Is there one set time for a property viewing?

**Question 13.** What if multiple buyers are interested in the same property? Do you all allow the price to be bid up or is it awarded to an investor via a drawing or something similar?

**Question 14.** Is there a non-refundable deposit required to get a property under contract?

**Question 15.** What title company do you require the buyer to use?

**Question 16.** What are the typical closing costs the buyer has to pay?

**Question 17.** Do you provide a window for the buyer to perform inspections, walk-throughs with contractors, etc.?

**Question 18.** What else do you think I should know in regard to working with you guys?

