

# Questions they might ask you



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The list of questions below is intended to help you plan and prepare for conversations you might have with property associates in a variety of contexts.

**T**he aim is to have some answers already in your mind to the questions which are relevant to your next conversation, so that you come across as credible, trustworthy, and knowledgeable. In order to achieve this you need to write out your responses, not just think about them (PERfecting Property Conversations book – Planning Tip 1), and you need to practice saying them so that you sound natural.

Keep in mind your primary strategy or approach as you go through the list, and add any other questions you can think of.

NOT having responses to these questions will mean you are having to ‘think on your feet’, which is never easy and detracts from your rapport building and engagement skills.



## PLEASE NOTE

The questions you will get asked will depend very much on the person you are dealing with, and the circumstances of your discussion with them. This list is therefore only a guide. If you'd like help with a specific scenario, contact me to discuss one-to-one coaching ([rob@perfectingconversations.com](mailto:rob@perfectingconversations.com) or 07916 158680).

## Direct to Vendor

Can you guarantee that you will buy my property?

What are you going to do with the property?

If I accept your offer how long will it take to complete the deal?

Will you pay my legal fees / expenses?

If I deal directly with you what about the Estate Agent / Auction House fees?

Will we sign an agreement if I accept your offer?

If we sign an agreement is there a cooling off period?

Will you give me market value?

Why is your offer so low? (On a straightforward purchase)

If you are introducing/ suggesting to the vendor that you can take over their property without necessarily buying it – e.g. Rent to Rent, Lease Option or Purchase Lease Option – then be prepared for further questions. It is important that you fully understand these strategies so you can explain them to others. So, as part of your planning and preparation make sure any specialist knowledge gaps you have are addressed. (*PERfecting Property Conversations book - Planning Tip 11 - What don't I know?*)

Once you have identified your knowledge gaps and done the research to fill them, you need to prepare and practice a short explanation that introduces the concepts with confidence and assuredness (*PERfecting Property conversations book. Planning - Tip 8 – Plan your Introduction*).

I don't understand. How can you take over the property without being the owner?

Do you know a solicitor that can do this sort of thing?

Have you done this before? Have you any examples?

I've never heard of it before. Does it work? Is it legal?

Have you any paperwork to show me to explain how it works?

How long would you take it over for?

Who pays for maintenance? (or Insurance, or legal bills or management etc)

How can you guarantee the payments to me?

What happens if you can't make a payment to me?

Is this not sub-letting?

What types of tenants would you put in?

How would you control/manage the property to ensure it is looked after?

## Investor

What property experience do you have?

How many properties do you own / control currently?

What types of properties do you have?

Where are they?

How long have you been dealing in property?

Have you done a deal like this before?

Can you provide any references?

Do you have any other financial interests / businesses?

How quickly can you move?

Can you provide proof of funds?

Who is your solicitor / broker?

Do you have a mortgage Decision in Principle?

Can I be involved in the development process?

Have you ever had a County Court Judgement (CCJ) against you?

Have you ever been made bankrupt?

Do you have a Heads of Terms form to sign?

Do you have a Non-Disclosure Agreement (NDA) to sign?

How can I check out your credit rating?

Have you had any Joint Venture deals go wrong?

What security is there for my money? (Again, you need to make sure your knowledge is up to date so you understand the principles of 1st charge, 2nd charge, RX1, guarantor obligations etc in the UK.)

## Estate Agent

Have you bought other properties in the area?

Why have you chosen this area?

How quickly can you move?

Can you provide proof of funds/deposit?

Who is your solicitor / broker?

Do you have a mortgage Decision in Principle?

What are you intending to do with the property? (If they are a local independent agent they may object to an HMO / flats in their town)

Are you a cash buyer?

What's your budget?

Which other properties are you interested in?

Do you have a mortgage broker already? (They often prefer you to use theirs if they are associated with one)

Do you have a letting agent in mind once you have tenanted the property?

## Letting Agent

All the above as per the Estate Agent, plus potentially the following:

What property management experience do you have? How long for?

Are you part of the Property Redress Scheme / registered with the Property Ombudsman?

Do you have Public and Personal Liability Insurance? (In the UK)

What type of tenants will you be managing?

How do you manage tenant disputes?



## Want to know more?



Visit my website  
[perfectingconversations.com](https://perfectingconversations.com)



Call me on 07916 158680  
for one to one coaching



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