

**COMMERCIAL PROPERTY FIRST INTERVIEW QUESTIONS**

**Buyer Name:** \_\_\_\_\_  
**Date:** \_\_\_\_\_ **Phone (W):** \_\_\_\_\_ **Phone (CI):** \_\_\_\_\_  
**Address:** \_\_\_\_\_  
**Email:** \_\_\_\_\_

| Question   | Answer                   |
|--|--------------------------|
| 1. Are you working with another Realtor in Austin? Who?  |                          |
| 2. How long have you been looking for commercial properties in Texas?                                    |                          |
| 3. Do you own any investment properties? If so, which city?  |                          |
| 4. What kind of properties are you looking for? Price range?   |                          |
| 5. Have you spoken to any lenders for the loan? If so, who? Can I recommend some lenders for you if not? |                          |
| 6. What kind of financing are you qualified for. Provide Pre-approval letter.                            |                          |
| 7. What kind of cap rate or return on your next investment would you consider?                           |                          |
| 8. Are you going to buy the properties with another investor? If so, provide me a name of entity.        |                          |
| 9. Special Requirements in your property purchase?   |                          |
| 10. What is a time frame to own the investment property?   |                          |
| <b>Summary:</b>  | <b>Comments/ Issues:</b> |
|  |                          |