

# SELLER LEAD QUESTIONNAIRE



## SUMMARY

DATE:  SALES VA:  SOURCE:

OWNER'S NAME:  LEAD STATUS:

ADDRESS:  IF NO:

CITY:  STATE:  ZIP:  APPOINTMENT SCHEDULED?:

PHONE:  FOLLOW UP DATE:

EMAIL ADDRESS:  FOLLOW UP TIME:

NOTES:

## MOTIVATION & PRICE

HOW LONG OWNED?  ASKING PRICE?

WHY SELLING?  SELLERS EST. VALUE?

TIMEFRAME FOR SELLING:  IS LISTED W/ AGENT?

OCCUPIED/VACANT?  APPROX. RENT?

MORTGAGE  MORTGAGE BALANCE/LIENS:  TAXES:

## PROPERTY CONDITION/DETAILS

BEDROOMS:  AGE OF ROOF:

BATHROOMS:  KITCHEN/BATH UPDATED?

REPAIRS NEEDED?  FOUNDATION ISSUES?

COMMENTS ON ROOF/BATH/KITCHEN:

ANYTHING ELSE WE SHOULD KNOW ABOUT THE PROPERTY:

SPECIAL FEATURES:

# SPECIAL FEATURES

PROPERTY TYPE:  GARAGE:  REFRIGERATOR?   
CONSTRUCTION:  BASEMENT:  RANGE?   
ADDRESS:  IF NO:   
YEAR BUILT:  POOL:  DISHWASHER?   
SQUARE FEET:  WATERFRONT:  ASSOCIATION FEES?   
EMAIL ADDRESS:  FOLLOW UP TIME:   
LOT SIZE:  FEES:

# ADVANCED: FOR CREATIVE DEALS & PREFORECLOSURE LEAD PROCESSING

**1ST:**  
BALANCE:  PAYMENT:  (%):  LENDER:

**2ND:**  
BALANCE:  PAYMENT:  (%):  LENDER:

IS PAYMENT PITI?:  LENGTH OF LOAN:  PROPERTY TAXES / INSUR:

YEAR LEFT ON LOAN:  CURRENT:  ARREARS \$:

If Asking Price and LoanBalance within \$35,000 or are they behind in payments and motivated to sell?

If the house has a large Mortgage: If we can agree on a price and we accept all responsibility for future repairs would you consider a lease purchase?

OK, I'll have my boss call to discuss terms. When is the best time?

If the house is Free & Clear: If we could get you the highest possible price, could you be a little flexible in how we pay you (possibly take fixed monthly payments vs. one lump sum)?