

Seller Lead Questionnaire

Seller/Property Information

Name: _____ Email: _____

Address: _____

City: _____ State: _____ Zip: _____

Bedrooms: _____ Baths: _____ Square Footage: _____ Type: _____

Cell Phone (____) ____ - _____ Work Phone (____) ____ - _____

Home Phone (____) ____ - _____ Best Time to Call: _____

Determining Motivation

"What's your situation?" _____

"Are you just trying to get out from under the debt and sell for what's owed?" _____

"What would happen if you are unable to sell?" _____

Determining Equity

"Is there a mortgage on the property?" _____

"Approx. how much is owed?" 1st \$ _____ 2nd \$ _____

"Is the payment on the house current?" _____ If not, "How far behind?" _____

"What would have to be done to the property to be in excellent condition?" _____

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After Repaired Value: \$ _____

Set Appt: Yes No

Costs of Repairs, Holding Costs, etc: \$ _____

Date: _____

Total Owed on Property: \$ _____

Time: _____

Equity Spread: \$ _____