

Lead / Property Information Sheet

Client/Student: _____ Email: _____
 Date: _____ Owner's Name: _____
 Source: _____ Cell Phone: _____ Evening: _____
 Address: _____ ★ Asking Price: _____
 City _____ State: _____ ★ What do you think it would appraise for: _____
 Area of Town: _____ Your Comps: _____ Rent Comps: _____
 Phone: _____ *Rentometer.com

Existing Mortgage Information (must have)

★ 1st - \$ _____ Lender _____ % Pmt _____
 2nd - \$ _____ Lender _____ % Pmt _____
 Is Payment PITI? Yes No Is Payment Current? Yes No If No, \$ _____ in Arrears

A If asking price and loan balance are within \$35,000:

Will you sell the house for what you owe on it? **Check One**

Yes - OK, I'll have my boss call to set an appointment.

What's the best time? _____

No - If we take over your debt and pay all closing costs, what's the least you could accept for your equity?

\$ _____

B If the seller didn't disclose mortgage info or are unsure of the balance,

OR If the home is owned Free & Clear: We can either pay cash or make your payment until you're paid off in the future. The cash price would be considerably less than the terms price, but if you don't have to get all your cash now there's a lot of advantages to terms. Would you like my boss to call you and go over them so you'll know all your options?

Yes - OK, you'll hear from them shortly — May I have your email address, please? _____

No - So you're saying you have to have all cash now?

Yes - What's the least you can accept for all cash? \$ _____
 OK, just a few more questions.

How did you arrive at your asking price? _____ Reason for selling? _____

Does it need repairs? No Yes, approximate amount? _____ Vacant Occupied

★ When do you want to move? _____ Is the house listed? Yes No

Down \$ _____
Month \$ _____
Term _____

Client Use Only →

Description:

★ Bed/Bath _____ ★ Square Feet _____ Lot Size _____

Construction: Frame Brick Block Stucco Other _____

Garage: 0 1 2 _____ Amenities: Carport Basement Refrigerator Range Dishwasher

★ Is it House Condo Association fee \$ _____ per Month Year

Notes: _____

