

Lead / Property Information Sheet



Client/Student _____ Phone _____ 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 _____
(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 Ask only when asking price and loan balance are within \$35,000,

Will you sell the house for what you owe on it?
 (Check One) Yes No
 ↳ Yes - OK, I'll have my boss call to set an appointment.
 What's the best time to call? _____ (get info below)
 ↳ No - If we take over your debt and pay all closing costs, what's the least you could accept for your equity?
 \$ _____

B If we pay market value and all closing costs and close when you're ready, will you take monthly payments until we can get you cashed out in the near future? (Check One) Yes No

↳ Yes - I'll have my boss call you shortly to discuss terms and see the house.
 What's the best time to call? _____ (get info below)
 ↳ No - So are you saying the only way you will sell is at retail price and all cash?
 (Check One) Yes No
 ↳ Yes - Okay, I understand, but that wouldn't make sense for us. (stop here)
 ↳ No - So are you saying you would consider terms for a fast sale at full price?
 (Check One) Yes No
 ↳ Yes - My boss will call you.
 What's the best time to call? _____ (get info below)
 ↳ No - Get off phone. (stop here)

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 _____

Description:

★ Bed/Bath _____ ★ Square Feet _____ Lot Size _____
 Construction: Frame Brick Frame Brick Other _____
 Garage: 0 1 2 _____ Carport Basement Refrigerator Range Dishwasher
 ★ Is it House Condo Association fee \$ _____ per Month Year

Notes: _____

