

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: _____ *RealEstateABC.com *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 A is not applicable:

We can either lease your home with an option to buy, or purchase it as soon as you're ready to close and we usually pay all the closing costs. Would you consider taking a monthly payment until we pay you off in full? **Check One**

- Yes** - OK, I'll have my boss call to discuss terms.
 What would be the best time to call? _____ (get info below)
- No** - So you're saying the only way you will sell is if you get all cash now?
Check One
- Yes** - OK, I understand but that won't work for us. Thanks. (stop here)
- No** - So are you saying you would like to hear how we can buy your house immediately?
- Yes** - OK, I'll have my boss call you.
 What's the best time to call? _____ (get info below)

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: _____

