

Lead/Property Information Sheet

Student _____
 Date _____ Owner's Name _____
 Source _____ Cell Phone _____ Evening _____
 Address _____ ★ Asking Price _____
 City _____ State _____ ★ Seller's Estimated Value _____
 Area of town _____ ★ Your comps _____

Existing Mortgage Information (must have)

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

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

Will you sell the house for what you owe on it?
 ___ Yes ___ No

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? *Yes / No (circle one)*
YES – OK, I'll have my boss call to discuss terms. When is the best time? _____ (*get info below*)
NO – So you're saying if you don't get full price and all cash you won't sell? *Yes/No (circle one)*
YES – OK, I understand but that wouldn't make sense for us. Thanks (*stop here*)
NO – OK, I'll have my boss call to discuss several ways he can buy your home. What's the best time to call? _____ (*get info below*)

If the house is Free & Clear:

If Yes – Will you consider taking monthly payments for your equity?
Yes/No (circle one)
If No – Would you consider a lease purchase making us responsible for all repairs? *Yes/No (circle one)*
YES – I'll have my boss call to discuss terms. When is the best time? _____ (*get info below*)
NO – So you're saying if you don't get full price and all cash you won't sell? *Yes/No (circle one)*
YES – OK, I understand but that wouldn't make sense for us. Thanks (*stop here*)
NO – OK, I'll have my boss call to discuss several ways he can buy your home. 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? ___ Yes ___ No

★ When do you want to move? _____ Is the house listed? _____

Description:

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

Construction: Frame ___ Brick ___ Block ___ Stucco ___ Other _____

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

Is the house Vacant ___ Occupied ___ Is this a house or a Condo? Yes/No Association fee\$ _____

Notes: _____