



RealEstateInvestor.com

SELLER LEAD QUESTIONNAIRE

SUMMARY

DATE:	SALES VA:	SOURCE:	
OWNER'S NAME:		LEAD STATUS:	
ADDRESS:		IF NO:	
CITY:	STATE:	ZIP:	APPOINTMENT SCHEDULED?
PHONE:		FOLLOW UP DATE:	
EMAIL ADDRESS:		Follow Up Time:	
Notes:			

MOTIVATION & PRICE

HOW LONG OWNED?		ASKING PRICE?	
WHY SELLING?		SELLERS EST. VALUE?	
TIMEFRAME FOR SELLING:		IS LISTED W/ AGENT?	
OCCUPIED/VACANT?		APPROX. RENT?	
MORTGAGE:	MORTGAGE BALANCE/LIENS:		TAXES:

PROPERTY CONDITION/DETAILS

BEDROOMS:		AGE OF ROOF:	
BATHROOMS:		KITCHEN/BATH UPDATED?	
REPAIRS NEEDED?		FOUNDATION ISSUES?	
REPAIRS:		EST. REPAIR COST:	
COMMENTS ON ROOF/BATH/KITCHEN:			
ANYTHING ELSE WE SHOULD KNOW ABOUT THE PROPERTY:			
SPECIAL FEATURES:			

SPECIAL FEATURES

PROPERTY TYPE:	GARAGE:	REFRIGERATOR?
CONSTRUCTION:	BASEMENT:	RANGE?
YEAR BUILT:	POOL:	DISHWASHER?
SQUARE FEET:	WATERFRONT:	ASSOCIATION FEES?
LOT SIZE:	FEES:	

ADVANCED: FOR CREATIVE DEALS & PREFORECLOSURE LEAD PROCESSING

1ST:	BALANCE:	PAYMENT:	(%):	LENDER:
2ND:	BALANCE:	PAYMENT:	(%):	LENDER:
IS PAYMENT PITI?:	LENGTH OF LOAN:	PROPERTY TAXES / INSUR:		
YEAR LEFT ON LOAN:	CURRENT:	ARREARS \$:		
If Asking Price and Loan Balance within \$35,000 or are they behind in payments and motivated to sell?	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? OK, I'll have my boss call to discuss terms. When is the best time?		If the house is Free & Clear: If we could get you the highest possible price, could you be a little flexible in how we pay you (possibly take fixed monthly payments vs. one lump sum)?	

This FREE Tool is complements of RealEstateInvestor.com. If helpful, please Like Us on Facebook or visit our website for other tools and services.