

Seller Lead Sheet

Property Address: _____ Date: _____ Lead Source: _____

Contact Person: _____ Home Phone: _____
Cell Phone: _____
Owner(s) on Title: _____ Work Phone: _____
Mortgage Holder: _____ Email: _____

Do you currently live in the home: ☐ Yes ☐ No How Long: _____ Style of Home: _____ Sq. Feet: _____

Garage: _____ Lot Size: _____ Year Built: _____ HOA/Condo Fees: _____

Repairs needed: _____

Has anything been recently upgraded: _____

Structural or mechanical issues: _____ Water issues: _____

Roof: _____ Plumbing: _____ Electrical: _____ HVAC: _____

Pool: _____ Landscaping: _____ Termites: _____ Other: _____

Is the Home Listed: ☐ Yes ☐ No Price: _____ How Long: _____ Any Offers: _____ How Much: _____

Realtor: _____ Phone: _____ Listing Expires: _____

	Bed	Bath	Rent
Unit 1			
Unit 2			
Unit 3			
Unit 4			
Unit 5			
Unit 6			

Special Features: _____

Motivation

What is the particular reason you are looking to sell at this time? _____

How quickly are you looking to sell? _____

Have you considered what you're going to do with the property if it does not sell? _____

Mortgage Information

What do you currently owe on the property? _____ Any other liens or Mortgages? _____

Are you current on the payments? Months Behind? _____ Amount Behind? \$ _____

Back Taxes: _____ Other Lien Amounts: _____

What is your monthly payment? _____ Does that include Taxes and Insurance? _____ Taxes: _____ Insurance: _____

Interest Rate: 1st _____ 2nd _____ Fixed () _____ Adjustable () _____ Prepayment Penalty: _____

Mortgage Company: 1st _____ 2nd: _____

Price – “Always Frame the Price”

If I could make you an all cash offer and close on your timeline what would be your bottom line price? _____

How flexible is that price? _____ How did you establish that number? _____

Subject To

A lot of times when there is good financing in place, like you currently have, I can make you a higher offer by taking over responsibility for the existing payments on your mortgage. Is that something you would be interested in discussing? _____

Other People Involved & Decision Making Ability

Have you discussed selling your house with anybody else? _____

I currently have other offers out on a few other properties...if I make you an offer that you like would you be prepared to make a decision today? _____

Internal Office Information Only

Evaluator: _____

After Repair Value: _____

As Is Value: _____

Repair Cost: _____

Likely Purchase: _____

Confident

Not Confident

Confident

Not Confident

Confident

Not Confident

Confident

Not Confident

Appointment Date: _____ Time: _____

Exit Strategy: _____

Offer 1: _____

Offer 2: _____