

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 _____
(Zestimate from Zillow)

Existing Mortgage Information (must have)

★ 1st - \$ _____ Lender _____ % Pmt _____
 2nd - \$ _____ Lender _____ % Pmt _____
 Is Payment PITI Yes No 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? **Yes No (circle one)**

→ **If No** - If we take over your debt and pay all closing costs, what's the least you could accept for your equity? \$ _____

→ **YES** - OK, I'll have my boss call to set an appointment. What's the best time?

B

If the house has a Mortgage and over \$35,000 equity or A is a no:

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)

C

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 Approximate amt \$ _____ 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 Block Stucco Other _____

Garage: 0 1 2 Carport Basement Refrigerator Range Dishwasher

★ Is it House Condo? Association fee \$ _____ Month Year

Notes: _____

