

Lead/Property Information Sheet

Age of roof: _____
Age of A/C: _____
Has home been updated/remodeled (& when): _____

Client/Student _____

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 _____

Built: _____

(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?

Built: _____

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 seller finance? 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 _____

School Ratings: _____

Built: _____
Description:



Bed/Bath: _____



Square Feet: _____

Lot Size: _____ SF

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

Garage: 0 1 2 Carport ☐ Basement ☐ Refrigerator ☐ Range ☐ Dishwasher ☐



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

Notes: _____

