

Motivated Seller Lead Sheet

Contact Information:

(What's the name of the owner on title? Is there more than one person on title?)

Phone Number:

Is this phone number the best way to reach you?

Email:

Do you have an email where I could send you a contract?

Address:

(City, State, Zip)

of Beds and Bath:

Square footage:

How big is the house? Square footage? What year was the house built?

Construction type:

Is the house a block or frame house?

Property type:

Single Family? Condo, Mobile, Duplex, Commercial, etc.?

Garage:

Is there a Garage? Any special features? Pool, Hot Tub, etc.?



STRATEGIC REAL ESTATE
C O A C H

Is there a particular reason you are looking to sell?

(I will explain the importance of this below this lead sheet, this is the most important question)

Repairs Needed?

(Most sellers will not tell you really what needs to be done)

(I usually always just estimate \$15,000, until I do a full scope of work)

Occupancy?

Is the house currently occupied? By whom?

If tenant: what is the rent and when does the lease expire?

How quickly do you need to sell?

What do you Currently Owe on the Property?

(If the seller refuses, stop and say "I cannot make you an offer on your property unless I know this. For me to properly evaluate everything, I need to know otherwise I cannot help you.")

Are your Payments Current?

If not: How far behind are you? Who is the loan with?

Has a foreclosure been filed? ****(Only ask if they are late on payments)*

What are you looking to get for the property?

(If the sellers will not give you a price, simply say "No problem, could you at least give me a general range of where I need to be so that I do not insult you if my price is way off?")

If I can offer you cash and pay all your closing costs, what is the least you will accept?

****This is the money statement, always use this*