

DATE: / /

Talked w/: Y N

() - T: _____
() - T: _____

→ And your name is: _____

How did you hear about us: _____

Is your home? CONDO TWNHOUSE SFH

bd/ba _____, sqft. _____, story____, how old____, garage – carport – 1 – 2 - 3, pool Y N Comm.

Is it in Excellent Condition, or it Needs Some Repairs: what _____

Flooring in Kitchen/Baths: Tile Lynolium Hardw Is the back yard landscaped: Y N _____

Is there anything special about the house we should know? _____

→ Well, it sounds really like a nice (decent) house, out of curiosity WHY are you selling? _____

→ What do you think the house is worth \$ _____ How did you arrive to that price: _____

Do you know what kind of loan you have, is it a VA , Convent., or an FHA? > How much is left (Balance) on the:

1st loan: _____, IR __%, Fix or Adj _____ Mo. Payment \$ _____ Taxes&Ins. incl.: Y N

Do you have a 2nd loan? Y N Balance 2nd _____, Mo. Paymnt _____ > HOA? \$ _____

TOTAL LOANS: \$ _____ >EQ: _____

> Are all the PAYMENTS CURRENT? Y N

If no, how much is it in arrears? \$ _____ Has foreclosure been filled? Y N When is the sale date? (how much is needed to reinstate-to bring it current?) _____

Is the house currently listed? Y N How long? _____ Can you cancell the Listing Ag if needed? Y N Maybe

** ADDRESS: _____ City/Zip: _____

Is the house: Vacant* Rented* Live In (circle)

*If we were to mail you something, what's your mailing address: _____

(contact name) as I mentioned earlier, we can close in a few days or in a few months,

→ >>> When would you like to close? _____ why: _____

--- on the 2nd call (INTERVIEWING):

OK, looking at this form, it looks like a typical scenario-something we could definitely do depending on your PRICE. So, I have the last question on this form, which is actually the most important question for our Acquisition Department. You see...(contact name), we get a ton of calls from people wanting to sell their houses, but we can only work with sellers who are a little bit flexible on their price, so I need to ask you:

→ If we can close in _____ (or QUICKLY), so you can move as you planned, and if there is absolutely no fees for you to pay, what is THE LOWEST PRICE that would work for you? \$ _____

→ Oh really.... hm... hm... , I mean, how much cash would you need out of that house after all the expenses and the loan is paid of, I mean what is the LEAST that you need to have? \$ _____

→ REMEMBER-send them online: to learn about most common mistakes sellers make & how to avoid them, go to:

>>>>>> MOTIVATION: Not at all Little OK Very Extremely

S. R. - sent Y or N ?
Sent out on ___ / ___

