

DATE / /

Talked w/: Y N

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

→ And your name is: _____

How did you hear about us: _____

Is your home? CONDO TWINHOUSE 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:*

S. R. - sent Y or N ?

Sent out on ____ / ____

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