

DATE: \_\_\_\_/\_\_\_\_/\_\_\_\_

Talked w/ Y N

( ) - T: \_\_\_\_\_  
( ) - T: \_\_\_\_\_  
*email:*

→ 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 **2<sup>nd</sup> loan**? Y N Balance **2<sup>nd</sup>** \_\_\_\_\_, 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 2<sup>nd</sup> 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