

## Seller Lead Questionnaire

### Seller / Property Information

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Bedrooms: \_\_\_\_\_ Baths: \_\_\_\_\_ Square Footage: \_\_\_\_\_ Type: \_\_\_\_\_

Cell Phone (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Work Phone (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Home Phone (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Best Time to Call: \_\_\_\_\_

### Determining Motivation

"What's your situation?" \_\_\_\_\_

"Are you just trying to get out from under the debt and sell for what's owed?" \_\_\_\_\_

"What would happen if you are unable to sell?" \_\_\_\_\_

### Determining Equity

"Is there a mortgage on the property?" \_\_\_\_\_

"Approximately how much is owed?" 1<sup>st</sup> \$ \_\_\_\_\_ 2<sup>nd</sup> \$ \_\_\_\_\_

"Is the payment on the house current?" \_\_\_\_\_ "If not, how far behind?" \_\_\_\_\_

"What would have to be done to the property to be in excellent condition?" \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

After Repaired Value: \$ \_\_\_\_\_ Set Appt: Yes No

Costs of Repairs, Holding Costs, etc: \$ \_\_\_\_\_ Date: \_\_\_\_\_

Total Owed on Property: \$ \_\_\_\_\_ Time: \_\_\_\_\_

Equity Spread: \$ \_\_\_\_\_

## Wholesale Buyer Questionnaire

### Personal Contact Information

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Cell Phone (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Work Phone (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Home Phone (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_ - \_\_\_\_\_

Company Name: \_\_\_\_\_ Website: \_\_\_\_\_

### Investment Information

What types of properties are you interested in purchasing? \_\_\_\_\_

\_\_\_\_\_

What areas are you interested in? \_\_\_\_\_

\_\_\_\_\_

What price range? \_\_\_\_\_

Experience level? \_\_\_\_\_

How do you plan on financing deals we sell to you? \_\_\_\_\_

\_\_\_\_\_

How quickly can you close? \_\_\_\_\_

What constitutes a good deal for you? (% of value, minimum profit, min. cash flow) \_\_\_\_\_

\_\_\_\_\_

What level of repairs are you comfortable with? \_\_\_\_\_

Notes: \_\_\_\_\_

\_\_\_\_\_