

# Lead / Property Information Sheet

Client/Student: {{Client Name}}

Date: {{Timestamp}}

Source: {{Source}}

Address: {{Address}}

City: {{City}}

State/Zip: {{State}}  
{{Zip}}

Area of Town: {{Area of Town}}

Student Phone: {{Client Phone}}

Email: {{Email}}

Owner's Name: {{Name}}

Cell Phone: {{Cell Phone}} Evening: {{Evening Phone}}

★ Asking Price: {{Asking}}

★ What do you think it would appraise for? {{Value}}

Your Comps:

\*RealEstateABC.com

Rent Comps:

\*Rentometer.com

<b>★ Existing Mortgage Information (must have) {{Mortgage?}}</b>		
1st - \${{Balance}}	Lender: {{Lender/Bank}}	{{Interest}}%{{Fixed}} Pmt :{{Payments}}
2nd - \${{Balance.}}	Lender: {{Lender/Bank.}}	{{Interest Pmt: {{Payments.}} 2}}%{{Fixed.}}
Is Payment PITI? {{PITI}}	Is Payment Current? {{Current}}	If No, \${{Behind?}} in Arrears

**A If asking price and loan balance are within \$35,000:**  
Will you sell the house for what you owe on it? {{Sell For Balance?}}

**Yes** - OK, I'll have my boss call to set an appointment.  
What's the best time? {{Time?}}

**No** - If we take over your debt and pay all closing costs, what's the least you could accept for your equity?  
\${{Least?}}

**B If A is not applicable:**  
We can either lease your home with an option to buy, or purchase it as soon as you're ready to close and we usually pay all closing costs. Would you consider taking a monthly payment until we pay you off in full? {{Possible Lease?}}

**Yes** - OK, I'll have my boss call to discuss terms.  
What's the best time? {{Time}} (get info below)

**No** - So you're saying the only way you will sell is if you get all cash now?  
{{All Cash}}

**Yes** - OK, I understand but that won't work for us. Thanks.(Stop here)

**No** - So are you saying you would like to hear how we can buy your house immediately? {{Buy Now?}}

**Yes** - Ok, I'll have my boss call you.  
What's the best time to call?{{Time? .}} (get info below)

How did you arrive at your asking price? {{Price Source}}	Reason for selling? {{Why Selling?}}
Does it need repairs? {{Repairs}}	approximate amount? {{Occupied}} {{Cost}}
★When do you want to move? {{Move?}}	Is the house listed? {{Agent?}}
How long have you been trying to sell your home? {{How Long?}}	

Down \$ _____
Month \$ _____
Term _____

**Description:**

★Bed/Bath {{Bed}}/{{Baths}}  
Construction {{Construction}}  
Garage {{Garage}}  
★ Is it a {{Home Type}}

★ Square Feet {{Sq. Feet}}

Lot Size {{Lot Size}}

Amenities {{Amenities}}

Association fee \${{Association}}

per {{How Often}}

Notes: {{Comments}}