

## Lead/Property Information Sheet

Date: **{{Timestamp}}**  
 Source: **{{Source}}**

VA taking information: **{{VA Name}}**  
 Owner's Name: **{{Owner Name}}**  
 Cell Phone: **{{Cell Phone}}** Evening: **{{Evening Phone}}**

Address: **{{Address}}**  
 City: **{{City}}** State: **{{State}}** Zip: **{{Zip}}**

★ Asking Price: **{{Asking}}** Least: **{{Least}}**  
 ★ Seller's Estimated Value: **{{Value}}**  
 Your Comps: **{{Comps}}**  
 Rent Amount: **{{Rent Amount}}**  
 How did you arrive at your asking price? **{{Price Source}}**  
 Is the house listed? **{{Agent}}**  
 How long have you been trying to sell? **{{Time on market}}**  
 Estimated Repair Cost: **{{Repair cost}}**

Email address: **{{Email}}**  
 When do you want to move? **{{Moving??}}**  
 Reason for selling? **{{Reason}}**

Does it need repairs? **{{Repairs??}}** **{{Repairs needed}}**

### ★ Existing Mortgage Information (must have) **{{Mortgage??}}**

1st \$ <b>{{Balance}}</b>	Lender <b>{{Lender}}</b>	<b>{{Interest}}</b> %	Pmt \$ <b>{{Payments}}</b>
2nd \$ <b>{{Balance 2nd}}</b>	Lender <b>{{Lender 2nd}}</b>	<b>{{Interest2nd}}</b> %	Pmt \$ <b>{{Payments2nd}}</b>
Is Payment PITI ? <b>{{PITI??}}</b>	Current? <b>{{Current}}</b>	\$ <b>{{Behind??}}</b> in Arrears	Property Taxes / Insurance: <b>{{Taxes}}/{{Insurance}}</b>

#### Description:

Bed/Bath: <b>{{Bedrooms}}</b> / <b>{{Baths}}</b>	Square Feet: <b>{{Square Feet}}</b>	Lot Size: <b>{{Lot Size}}</b>
Construction: <b>{{Construction}}</b>	Garage: <b>{{Garage??}}</b>	Basement: <b>{{Basement??}}</b>
Waterfront? <b>{{Waterfront}}</b>	Pool? <b>{{Pool}}</b>	Year Built <b>{{Year_Built}}</b>
Refrigerator: <b>{{Included? [Refrigerator]}}</b>	Range: <b>{{Included? [RangeStove]}}</b>	Dishwasher: <b>{{Included? [Dishwasher]}}</b>
Is the house vacant: <b>{{Vacant??}}</b>	Is this a House or a Condo? <b>{{House??}}</b>	Association fee: <b>{{Association}}</b> <b>{{Fees}}</b> <b>{{How often}}</b>

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

**If the house has a large Mortgage:** If we can agree on a price and we accept all responsibility for future repairs would you consider a lease purchase? **{{Lease}}**  
**YES:** OK, I'll have my boss call to discuss terms. When is the best time? **{{Best time}}**  
**NO -** So you're saying if you don't get full price and all cash you won't sell? **{{Full Price/All Cash}}**  
**YES-** OK, I understand but that wouldn't make sense for us. Thanks **(stop here)**  
**NO -**OK, I'll have my boss call to discuss terms. When is the best time? **{{Best time2}}**

**If the house is Free & Clear:**  
 Will you consider taking monthly payments for your equity?  
**{{Lease Purchase}}**  
**NO -** Would you consider a lease purchase making us responsible for all repairs? **{{Owner Finance}}**  
**YES -** I'll have my boss call to discuss terms. When is the best time? **{{Best time FC}}**  
**NO -** So you're saying if you don't get full price and all cash you won't sell? **{{Full Price/All Cash FC}}**  
**YES-** OK, I understand but that wouldn't make sense for us. Thanks **(stop here)**  
**NO -** OK, I'll have my boss call to discuss several ways he can buy your home. What's the best time to call? **{{Best time FC2}}**

Notes: **{{Comments/Notes}}**