

REACT/CATS - Property Data Sheet

Member: Jason Bleick

Member Entity: <<Member Entity>>

Member Contact Number: (509) 863-1885

Email Address: jason@spokanehousebuyers.com

Source of Lead: <<Source>>

Lead called by: <<Lead Completed by>>

Property Address: <<Address>>

City/State/Zip: <<City>> / <<State>> / <<Zip>>

County: <<County>>

Area of town: <<Area of town>>

★ Market Rent Amount: <<Rent Amount>>

Price arrived from? <<Price Source>>

When do you want to move? <<Moving>>

Reason for selling? <<Reason>>

How long have you been trying to sell? <<Time on market>>

Does it need repairs? <<Repairs>>/<<Repairs needed>>/<<Estimated repair cost>>

Date: <<Timestamp>>

Owner's Full Name: <<Owners Full Name>>

Owner's Email: <<Email>>

Cell Phone: <<Cell Phone>>

Evening Phone: <<Evening Phone>>

★ Asking Price: <<Asking Price>>

★ Sellers Estimated Value: <<Estimated Value>>

★ Is the house listed? <<Agent>> (If Yes...STOP)

Member Comps: <<Comps>>

Bed/Bath: <<Bedrooms>>/<<Bathrooms>> Square Feet: <<Square Feet>> Lot Size: <<Lot Size>>

Construction: <<Construction Type>> Garage: <<Garage>>

Basement: <<Basement>>

Waterfront? <<Waterfront>> Pool? <<Pool or jacuzzi>> Year Built <<Year Built>>

Refrigerator: <<Appliances Refrigerator>> Range: <<Appliances Range/Stove>> Dishwasher: <<Appliances Dishwasher>>

Assessments: <<Assessments>>

Is the house vacant: <<Vacant>> House or a Condo? <<House>>

Association fee: <<Fees>> Mobile/Modular Home: <<Mobile or Modular>>

Script To Get Master Agreement

Member Making The Call

Hello, I am calling about your home for sale at ___. I am not a Realtor, I am looking to buy. Is this a good time to talk?"

YES- Great! I have some information about the home, but can you give me some more?

Your home sounds like something I may be interested in. When would be a good day and time for me to come see the home? When I come to see the home and I like what I see, are you ready to sign an agreement for me to buy your home?

NO- The property has sold/is under contract. "Oh that is awesome. Has it actually closed?" If yes, "Congratulations". If No, "I would like to possibly be your back up buyer. May I ask, when is scheduled to close? <<closing date>> Can I follow up with you in case it does not close?" <<Follow up>>

Keep in mind "The Less You Say, The Better". Let the seller talk and you fill in the blanks above as much as possible.

Some of this info you may get from the Seller's ad or when you talk to them.

The main goal here is to get the agreement to buy. Try and get a price the Seller will agree to now and get the Agreement. Negotiating final price and or terms can be done once you have a Funder interested in the Agreement to Buy.

1st \$<<Balance>>	Lender <<Lender>>	<<interest rate>>%	Pmt \$<<monthly pmt>>
2nd \$<<Balance 2>>	Lender <<Lender 2>>	<<interest rate 2>>%	Pmt \$<<monthly pmt 2>>
Is Payment PITI? <<PITI>>	Current <<Current>>	\$<<Behind>> in arrears	Property Taxes/Ins: <<Taxes>>/<<Ins>>
Length of Loan: <<Length>>	TRUE PITI \$	Years Left on Loan:<<Years Left>>	

Notes: <<Additional Notes>>