



**Property Lead/Information Sheet**

Date: {{Timestamp}} Owner's Name(s):{{Owner Name(s)}}  
 Source:{{Source}} Cell Phone: {{Cell Phone}} Home: {{Home Phone}}  
 Address: {{Address}} Email: {{Email}}  
 City:{{City}} Asking Price: {{Asking}}  
 State: {{State}} Zip: {{Zip}} Our Comps {{Comps}} Rent Comps {{Rent Comps}}  
 # of Units {{Units}}  
 Is your house still for sale?{{Sale}} Is this house listed? {{Agent?}} What is your asking price? {{Asking}}  
 How did you arrive at this asking price?{{Price Source}} Does it need repairs? {{Repairs}} (use notes below)  
 Reason for selling? {{Reason}}  
 (If Expired) Did you get any feedback on why it didn't sell? {{Feedback}}  
 When do you want to move ideally? {{Move when?}} Can I assume its Occupied? {{Occupied}}  
 This house sounds like a home we would be interested in. A lot of the time the best option has financing involved. Can I assume you have a mortgage on this home? {{Mtg}} May I ask how much you owe? {{Balance}} Roughly

Existing Mortgage Information		
1st - \${{Balance}}	Lender {{Lender}}	{{Interest Rate}}%{{Fixed rate?}} Pmt {{Payment}}
2nd - \${{Balance}}	Lender {{Lender}}	{{Interest rate}}%{{Fixed Rate?}} Pmt {{Payment}}
Is Payment PITI {{PITI?}}	Current?{{Current?}}	\${{Amt in Arrears}} in Arrears
If no: Taxes \${{Taxes}}	Insurance \${{Insurance}}	

Great, we work with houses just like yours. Normally the best way to purchase your home is with owner financing or lease purchase and we make monthly payments. A few good things about how we purchase are, **we pay a good price, we can close whenever you want, and we take care of everything.** This allows you to be free and move on.

\*If Equity Less than \$35,000 Would you sell the house for what you owe, if we pay all expenses? {{Sell for balance}}

**If the house has a mortgage and over \$35,000 equity or A is a no:**  
 If we can agree on a price and we accept all Responsibility for future repairs would you consider a lease purchase?  
 {{Lease Purchase}}  
**YES-** Great, why don't I email you some information about how that works.What is the best time to follow up? {{Best time}}  
**NO-** So your goal is to move on even if you take a lot less?  
 {{Take less?}}  
 Ok, I understand, if anything changes let us know and I'll email you information.

**If the house is Free & Clear:**  
 Will you consider taking monthly payments for your equity, if we get you full price? {{Equity Pmts}}  
**YES-**If we were to get Top Dollar, and we agree on a balloon date/final payment date, what is the minimum you would need monthly? {{Minimum}}  
 Is that the Best You Can Do? {{Best}}  
**NO-**Would you consider a lease purchase making us responsible for all repairs, and still getting a great price? {{Lease}}  
**YES-**Great, I will email you some information on how that works.  
 What is the best time to follow up?{{Best Time}}  
**NO-** If anything changes let us know and I can email you more information.

Bed {{Beds}} Bath {{Baths}} Sq.ft. {{SqFt}} Lot Size {{Lot Size}} House {{Property}} Garage {{Garage}} Age of Roof {{Roof}} Heating Sys {{Heating}}  
 Condo: Assoc Fee \${{Fee}} {{How often?}} Year Built {{Year Built}}

NOTES: {{Repairs needed}} {{Notes}}