

# Seller Call-in Lead Interview Sheet

Property Address: \_\_\_\_\_ Date: \_\_\_\_\_ Lead Source: \_\_\_\_\_  
\_\_\_\_\_ Home Phone: \_\_\_\_\_  
Contact Person: \_\_\_\_\_ Cell Phone: \_\_\_\_\_  
Owner(s) on Title: \_\_\_\_\_ Work Phone: \_\_\_\_\_  
Mortgage Holder: \_\_\_\_\_ Email: \_\_\_\_\_

Do you currently live in the home: \_\_\_\_\_ How Long: \_\_\_\_\_ Style of Home: \_\_\_\_\_ Sq. Feet: \_\_\_\_\_  
Unit 1: Bed \_\_\_\_\_ Bath: \_\_\_\_\_ Rent: \_\_\_\_\_ Unit 2: Bed \_\_\_\_\_ Bath: \_\_\_\_\_ Rent: \_\_\_\_\_ Unit 3: Bed \_\_\_\_\_ Bath: \_\_\_\_\_ Rent: \_\_\_\_\_  
Unit 4: Bed \_\_\_\_\_ Bath: \_\_\_\_\_ Rent: \_\_\_\_\_ Unit 5: Bed \_\_\_\_\_ Bath: \_\_\_\_\_ Rent: \_\_\_\_\_ Unit 6: Bed \_\_\_\_\_ Bath: \_\_\_\_\_ Rent: \_\_\_\_\_  
Garage: \_\_\_\_\_ Lot Size: \_\_\_\_\_ Special Features: \_\_\_\_\_

Any Repairs Needed: \_\_\_\_\_ Repair Cost \$: \_\_\_\_\_  
Is the Home Listed: \_\_\_\_\_ Price: \_\_\_\_\_ How Long: \_\_\_\_\_ Any Offers: \_\_\_\_\_ How Much: \_\_\_\_\_  
Realtor: \_\_\_\_\_ Phone: \_\_\_\_\_ Listing Expires: \_\_\_\_\_

### Motivation & Price

Is there a particular reason you are looking to sell at this time? \_\_\_\_\_  
How quickly are you looking to sell? \_\_\_\_\_  
What are you looking to sell the property for? \_\_\_\_\_ Is that price flexible? \_\_\_\_\_  
How did you establish that number? \_\_\_\_\_  
If I can offer you cash and close quickly what is the best you can do? \_\_\_\_\_  
Can you do any better than that? \_\_\_\_\_  
What are you going to do if the property does not sell? \_\_\_\_\_

### Mortgage Information

What do you currently owe on the property? \_\_\_\_\_ Any other liens or Mortgages? \_\_\_\_\_  
Are you current on the payments? \_\_\_\_\_ Months Behind? \_\_\_\_\_ Amount Behind? \$ \_\_\_\_\_  
Back Taxes: \_\_\_\_\_ Other Lien Amounts: \_\_\_\_\_  
What is your monthly payment? \_\_\_\_\_ Does that include Taxes and Insurance? \_\_\_\_\_ Taxes: \_\_\_\_\_ Insurance: \_\_\_\_\_  
Interest Rate: 1<sup>st</sup> \_\_\_\_\_ 2<sup>nd</sup> \_\_\_\_\_ Fixed ( ) \_\_\_\_\_ Adjustable ( ) \_\_\_\_\_ Prepayment Penalty: \_\_\_\_\_  
Mortgage Company: 1<sup>st</sup> \_\_\_\_\_ 2<sup>nd</sup>: \_\_\_\_\_

### Subject To

If I could give you some cash now and take over the responsibility for the payments on the mortgage how much cash would you need to move? \_\_\_\_\_ Is that the best you can do? \_\_\_\_\_ What do you need that money for? \_\_\_\_\_

### Follow Up and Discussion Notes/Needs

Date: \_\_\_\_\_ How: \_\_\_\_\_ Notes: \_\_\_\_\_  
Date: \_\_\_\_\_ How: \_\_\_\_\_

Evaluator: \_\_\_\_\_ Appointment Date: \_\_\_\_\_ Time: \_\_\_\_\_  
After Repair Value: \_\_\_\_\_ Confident Not Confident Exit Strategy: \_\_\_\_\_  
As Is Value: \_\_\_\_\_ Confident Not Confident \_\_\_\_\_  
Repair Cost: \_\_\_\_\_ Confident Not Confident Offer 1: \_\_\_\_\_  
Likely Purchase: \_\_\_\_\_ Confident Not Confident Offer 2: \_\_\_\_\_