

Property Lead Sheet



Property Address: _____ Date: _____ Lead Source: _____

 Seller's Agent Name: _____ Cell Phone: _____
 _____ Work Phone: _____
 Office: _____ Seller Email: _____
 Name: _____ Is the Seller Contact Info: _____
 Agent open to representing us as the buyer?: _____ Other Agent Phone: _____
 _____ Other Agent Email: _____

Does the seller live in the home: Yes No How Long: _____ Style of Home: _____ Sq. Feet: _____
 Garage: _____ Lot Size: _____ HOA/Condo Fees: _____
 Special Features: _____
 What is the overall condition of the property? _____

 Are there any structural or mechanical issues? _____
 Has anything in the home been upgraded recently? _____

	Bed	Bath	Rent
Unit 1			
Unit 2			
Unit 3			
Unit 4			
Unit 5			
Unit 6			

Has the kitchen been upgraded: _____ Have the bathrooms been updated: _____
 Roof: _____ Plumbing: _____ Electrical: _____ HVAC: _____
 Water Issues: _____ Pool: _____ Termites: _____ Landscaping: _____
 What would you say the cost would be to really do a quality job fixing this house up to make it really nice? \$ _____

Seller Motivation & Price

Is there a particular reason the seller is looking to sell at this time? _____

 How quickly are they looking to sell? _____

Activity on the Property & Price

Have you gotten a lot of activity on the property so far? _____
 # of showings: _____ # of offers: _____ Type of offers (investors/homeowners): _____
 Is there a bottom line price the seller would take if I gave them an all cash offer and could close on their timeline? _____
 Is that price flexible? _____ Are there any special offer terms you would like to see? _____
 When does the seller plan on reviewing offers? _____

Mortgage Information – Only if Property is In Foreclosure

How many months behind is the seller currently? _____ Any idea how much the total debt is on the property? _____
 Do you know if they have multiple mortgages or other outstanding liens? _____
 Have you spoken to the bank already? _____
 Have they given you an idea of what their bottom line number is they would accept? _____
 Have you already submitted a full short sale package with an offer to the bank? _____