



# Street Smart® SELLER QUESTIONNAIRE

"We cannot provide a solution for you without all the details."

Date \_\_\_\_\_ County \_\_\_\_\_

Source \_\_\_\_\_

Attach Ad Here If Appropriate

Name \_\_\_\_\_ Phone Number \_\_\_\_\_

Address \_\_\_\_\_

Do you own the property? \_\_\_\_\_ If not, who does? \_\_\_\_\_

Owner's Phone \_\_\_\_\_ Address \_\_\_\_\_

Owner's eMail Address: \_\_\_\_\_ Cell Phone # \_\_\_\_\_

## "Are you looking to sell your house for what you owe on it?"

**YES – (Yeah!)** "As long as your house qualifies, what we do is take over your payments for you until we get the house sold... Will that work for you?" \_\_\_\_\_ "Good, I'll need a little information."

Asking Price \$ \_\_\_\_\_ Market Value \$ \_\_\_\_\_ Is it listed with a Realtor®? \_\_\_\_\_

Monthly Payment \$ \_\_\_\_\_ Does that include Taxes? \_\_\_\_\_ Insurance? \_\_\_\_\_ Are Payments Current? \_\_\_\_\_

If Payments NOT Current, "Has the Mortgage Company sent a Foreclosure Notice?" \_\_\_\_\_ If Yes, Foreclosure Date: \_\_\_\_\_

Mortgage Balance \$ \_\_\_\_\_ When was the loan taken out? \_\_\_\_\_ Interest Rate \_\_\_\_\_ % Adjustable? \_\_\_\_\_

Balloon Payment? \_\_\_\_\_ When? \_\_\_\_\_ Prepayment Penalty? \_\_\_\_\_

Name of Mortgage Company \_\_\_\_\_ Phone \_\_\_\_\_

Other Loan(s) \_\_\_\_\_ Name of Lender \_\_\_\_\_

Balance \$ \_\_\_\_\_ Monthly Payment \$ \_\_\_\_\_ Interest \_\_\_\_\_ % Payments Remaining \_\_\_\_\_ Current? \_\_\_\_\_

How much are the Homeowners Association Fees? \$ \_\_\_\_\_ HOA Fees current? \_\_\_\_\_ HOA provides: \_\_\_\_\_

How much are the Property Taxes? \$ \_\_\_\_\_ Taxes Paid Current? \_\_\_\_\_ When can I see the house? \_\_\_\_\_

**If Seller wants cash** – "What do you need the money for?" \_\_\_\_\_

"When do you need it?" \_\_\_\_\_ "Could you take some now and the balance later?" \_\_\_\_\_

"Would a steady monthly income be a benefit to you?" \_\_\_\_\_ "How quickly would you like to close?" \_\_\_\_\_

***If Seller wants cash and full retail - stop here and go to end of questionnaire.***

"What is your situation?" (If more space needed continue on back)

**Features:** Bedrooms \_\_\_\_\_ Baths \_\_\_\_\_ Garage \_\_\_\_\_ Sq. Feet \_\_\_\_\_ Year Built \_\_\_\_\_

Basement \_\_\_\_\_ Lot Size \_\_\_\_\_ Fenced Yard \_\_\_\_\_ Other \_\_\_\_\_

**Style:** Traditional \_\_\_\_\_ Contemporary \_\_\_\_\_ Ranch \_\_\_\_\_ Split \_\_\_\_\_ 2 Story \_\_\_\_\_ Bi-Level \_\_\_\_\_ Other \_\_\_\_\_

**Exterior:** Brick \_\_\_\_\_ Frame \_\_\_\_\_ Stucco \_\_\_\_\_ **Siding** Vinyl \_\_\_\_\_ Aluminum \_\_\_\_\_ Stone \_\_\_\_\_ Block \_\_\_\_\_ Other \_\_\_\_\_

**Other Rooms:** L/R \_\_\_\_\_ D/R \_\_\_\_\_ Kitchen \_\_\_\_\_ Den \_\_\_\_\_ Family Room \_\_\_\_\_ Bonus \_\_\_\_\_ Office \_\_\_\_\_ Other \_\_\_\_\_

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Directions to Property

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**Other Features**

Age of Roof _____	Public Water _____	Well Water _____
Stove/Range _____	Disposal _____	Public Sewer _____
Oven _____	Washer/Dryer Conn. _____	Storm Doors _____
Microwave _____	Furnace (Type) _____	Mini Blinds _____
Refrigerator _____	A/C (Type) _____	Swimming Pool _____
Dish Washer _____	Fireplace _____	Other _____
		Septic System _____
		Storm Windows _____
		Ceiling Fans _____
		Type _____

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**Seller won't talk or commit but they seem motivated and the numbers look good – Ask More Questions!**

“Why are you selling?” \_\_\_\_\_

“What will you do if the house does not sell?” \_\_\_\_\_

“What is the condition of the house?” \_\_\_\_\_ “What do you estimate the repairs to cost?” \$ \_\_\_\_\_

“What repairs need to be done?” \_\_\_\_\_

“Whose name is on the deed?” \_\_\_\_\_

“What do you think your house would rent for?” \$ \_\_\_\_\_ “Are you part of an association?” \_\_\_\_\_ Cost \$ \_\_\_\_\_ / \_\_\_\_\_

“How long has your house been on the market?” \_\_\_\_\_ “Have you gotten any offers?” \_\_\_\_\_

“Do you live in the house now?” \_\_\_\_\_ “How long have you owned it?” \_\_\_\_\_

“How much did you pay when you bought the house?” \$ \_\_\_\_\_ “Is there a 2nd mortgage?” \_\_\_\_\_ “Is it current?” \_\_\_\_\_

“Are there any liens on the property?” \_\_\_\_\_ “Have the property taxes been paid?” \_\_\_\_\_ “What are the taxes?” \$ \_\_\_\_\_

“Is the mortgage payment current?” \_\_\_\_\_ “If any other loans, are they current?” \_\_\_\_\_

“Do you have any other properties for sale?” \_\_\_\_\_ If so, “What?” \_\_\_\_\_

“What problems are there with the house?” \_\_\_\_\_

“Would you mind if I show the house prior to closing?” \_\_\_\_\_

**Always ask the Seller – “Do you have any other items you don't need to take with you?”**

Furniture \_\_\_\_\_ Lawn Mower \_\_\_\_\_ Cars \_\_\_\_\_ Boat \_\_\_\_\_ Trailer \_\_\_\_\_ Pool Table \_\_\_\_\_ Other \_\_\_\_\_

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**Schools**

Elementary \_\_\_\_\_ Middle \_\_\_\_\_ High \_\_\_\_\_ Private \_\_\_\_\_

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**Other Notes**

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***If you can't do a deal now: “Please take my name and number down. Give me a call if your situation should change.” Now put them on your “Seller Follow Up Log” to follow up later.***