



Street Smart® SELLER QUESTIONNAIRE

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

Date _____ County _____

Source _____



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 _____

Directions to Property

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 _____

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 _____

Schools

Elementary _____ Middle _____ High _____ Private _____

Other Notes

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.