

FSBO CONTACT QUESTIONNAIRE

(When calling, say your name and "I'm a real estate investor.")

What area is your house located in?

Address _____ Telephone _____

Seller's name _____ Price _____

Why? ["Just out of curiosity, why are you selling your house?"] _____

Are you in a hurry to sell? (any deadlines)

How much? ["How much cash do you really need the day we close?"] _____

When? ["When do you need to move?"] _____

How long has the house been for sale?

Are you flexible on terms?

How much do you think your house is worth? How did you come up with the price?

How flexible is your price if we brought you a cash offer?

What is the balance of your mortgage? (Equity should be minimum 30%)

What type of mortgage? Interest rate? Assumable FHA or VA?

Would you consider carrying back financing (OTB – Owner Take Back, or SB – Second Mortgage?)

How quickly do you want to close?

What are you going to do with the money? (leave this question for last as sellers typically think this is nobody's business).

["How firm is your price?"]

1st Mortgage \$ _____ Interest Rate _____% Payment _____

["Is mortgage assumable? qualifying or non-qualifying?"] ["PI or PITI?"]

Type _____

Type of House _____ Age _____ # Bedrooms _____

[1 story, 2 story, brick, frame, stucco, etc.]

Baths _____

Sq. Ft. Living Area _____

Comments

Comparables

Reviewed By: _____

Attorney: _____

Bar Number: _____