

Buyer Lead Sheet

Date: _____

Lead Source/Property that prompted the call: _____

Contact Information

Name: _____

Email: _____

Street Address: _____

Childrens' Names: _____

Home Phone: _____

Mobile Phone: _____

What is the best way to get in touch with you? _____

What times are best? _____

Buyer Consultation Prequalification Questions

1. Has an agent taken you out and shown you any properties? YES NO

If yes, how is it going?

2. Is there anybody else buying the home with you?

3. Who will be living in your home?

4. How long have you been looking for a home?

5. I'm curious, why are you moving?

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6. Are you renting now, or do you own? RENT OWN

Renter: Do you know when your lease is up? _____

Owner: Do you need to sell your current home before you buy your next home?

YES NO

If yes: Have you signed a listing agreement with a real estate agent to sell your home?

YES NO

If no: When would be a good time for us to get together so I can give you a free market analysis on your home? _____

7. Are you going to be paying cash or will you be getting a mortgage for the purchase of your home? CASH MORTGAGE

Mortgage: Have you already been preapproved by a lender? YES NO

If yes: Who are you working with? _____

If no: Do you need a lender recommendation? _____

What is the amount you are preapproved for? _____

What will your down payment be? _____

8. What price are you comfortable with? _____

9. Is anyone else involved in your home buying decision? _____

10. On a scale of 1 to 10 with 10 meaning you must buy a home as quickly as possible and 1 meaning you are not sure you'll really buy anything, how would you rate yourself? _____

Anything less than 10: What would it take for you to become a 10?

11. When do you need to be in your new home? _____

12. I'd love to help you buy a home. In order to help you find a perfect home, all we need to do is set an appointment (with all of the decision makers) so I can help you get what you want in the time you want. What is a better time for us to meet? _____ day at _____ time, or _____ day at _____ time?

Appointment Date & Time: _____