

SUBJECT-TO SELLER QUESTIONAIRRE

Date: _____

Seller's Name: _____

Subject Property: _____

1) Why do you want to sell the property? _____

- ***Your goal is to try to find out the seller's true motivation for contacting you to sell their property.***

2) Estimated Retail Value of Property: _____

3) Monthly Payment: _____ (note if this includes taxes and insurance)

- ***If taxes and insurance not included then calculate to get true monthly payment.***

4) 2nd Mortgage Payment, if any: _____

5) Payments Current on Mortgage: YES NO If not, then how many months behind? _____

6) Are Payments on 2nd Mortgage Current YES NO If not, then how many months behind? _____

- ***Don't worry about late fees right now as you'll get that when seller gives you authorization to find out status of loan(s).***

7) What do you think needs to be done with the house to get it in A-1 Shape? _____

- ***This is just to get a feel from the seller of what they think needs to be done to the property. You will be able to further evaluate when you actually view the property yourself.***