

## SUBJECT-TO SELLER QUESTIONNAIRE

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) 2<sup>nd</sup> Mortgage Payment, if any: \_\_\_\_\_

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

6) Are Payments on 2<sup>nd</sup> 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.*