

**Buyer Lead Sheet**    MLS \_\_\_\_\_    MLS \_\_\_\_\_

MLS \_\_\_\_\_    Address \_\_\_\_\_    Date \_\_\_\_\_

Lead Source / Property that Prompted Call: \_\_\_\_\_

**CONTACT INFO**

<b>Name:</b>	
<b>Email:</b>	
<b>Street Address:</b>	<b>Children's Names:</b>
<b>Home Phone:</b>	<b>Cell Phone:</b>
<b>Work Phone:</b>	<b>Fax:</b>
<b>What is the best way to get in touch with you?</b>	<b>What times are best?</b>

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*Buyer Consultation Prequalification Questions*

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1. Has an agent taken you out and shown you any properties? Yes \_\_\_ NO \_\_\_ If yes, how is that 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 just curious why are you moving? \_\_\_\_\_
6. Are you renting or do you own now? RENT \_\_\_\_\_ OWN \_\_\_\_\_  
**Renting:** Do you know when your lease is up? \_\_\_\_\_  
**Owner:** Do you need to sell your current home before you buy? Yes \_\_\_ No \_\_\_  
**If Yes:** Have you signed a listing agreement with a real estate agent? Yes \_\_\_ No \_\_\_  
**If No:** When would be a good time for us to get together to provide you a market Analysis on your home? \_\_\_\_\_
7. Are you going to be paying cash or will you be getting a mortgage? Cash \_\_\_ Mort \_\_\_  
**Mortgage:** Have you already been preapproved by a lender? Yes \_\_\_ NO \_\_\_  
**If Yes:** Who are you working with? \_\_\_\_\_  
What is the amount you are **preapproved** for: \_\$ \_\_\_\_\_  
What will your down payment be? \$ \_\_\_\_\_  
**Recommended Lender:** We have 3 trusted lenders who provide top quality service. They help buyers save money either on the monthly basis or initial costs. Would you like their contact information? \_\_\_\_\_

8. What price range are you comfortable with? \_\_\_\_\_ Is there anyone else who will be involved in your home-buying decision? \_\_\_\_\_
9. How soon do you need to be purchasing a home? Days \_\_\_\_\_ Months \_\_\_\_\_ Years \_\_\_\_\_

We can help you find your new home. Let's set an appointment (with all the decision makers) We will work to get you what you're wanting in the timeline you're needing.

**Appointment:** What is the best day for us to meet **Day:** \_\_\_\_\_ **Time:** \_\_\_\_\_

**Alternate Day:** \_\_\_\_\_ **Time:** \_\_\_\_\_

**Appointment Date and Time set for:** \_\_\_\_\_

***Other Information and Notes:***

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***Notes:***

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***Confidential Information:***

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