

Realtor Prospecting Form

Use this form to determine if a landlord/seller or a tenant/buyer may be interested in taking advantage of the lease purchase contract.

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REALTOR PROSPECTING FORM

Prequalifying Tenant/Buyers

Clearly state their problem: _____

What do they hope to accomplish: _____

?

Describe what type of home they are looking for: _____

1. Money for a down payment: _____
2. Monthly payment desired: _____
3. Amount would like to spend: _____
4. Time frame: _____
5. How is their credit: _____

If they qualify for conventional financing, would they be interested in the features and benefits of a lease purchase contract: _____

Prequalifying Landlord/Sellers

Clearly state their problem: _____

What do they hope to accomplish: _____

Describe what type of home they have: _____

1. How much cash do they need: _____
2. Current monthly payment: _____
3. Amount owed: _____
4. Time frame: _____

Would they consider a full price offer in exchange for a lease purchase contract:
_____?