



Out-of-Town Buyer Lead Sheet

Date: _____

Lead Source : _____

CONTACT INFO

Name	_____		
Email	_____		
Street Address	_____	Children (names/ages)	_____
Home Phone	_____	Cell Phone	_____
Work Phone	_____	Fax	_____
What is the best way to get in touch with you?	_____	What times are best?	_____

Buyer Consultation Prequalification Questions

- Are you currently working with a real estate agent to find a home in your city? Yes No
If yes: How's that going? _____
- Is anyone else buying the house with you? _____
- Who will be living in your home? _____
- Have you started looking for a home? Yes No
If yes: Have you seen anything that you like? Yes No
If yes: Tell me about it. _____
Are you currently pursuing it? Yes No If no, why not? _____
- What is bringing you to your city? _____
Job transfer: Does your company require you to use a relocation company or in-house relocation department? _____
- When are you moving to your city? _____
Any response: Will you be moving into your new home as soon as you arrive? _____
No: Do you need transitional housing? _____
- Are you living in a home that you need to sell before you buy your next house? Yes No
If yes: Would it be all right if I have a highly qualified real estate agent in your area give you a call to provide a free market analysis on your home? _____
- Are you going to be paying cash or will you be getting a mortgage for the purchase of your home?
Cash Mortgage (circle one)
Mortgage: Have you already been preapproved by a lender? _____
If yes: Who are you working with? _____
What is the amount you are preapproved for? _____
What will your down payment be? _____