**HOMEOWNER’S QUESTIONNAIRE**

When you begin advertising or knocking on doors, this questionnaire will guide you through the pertinent information you must obtain. Don’t be afraid to ask questions. The homeowners know you need as much information as possible in order to best help them.

Determine how they heard about you so you can see which advertising is working best. Have they contacted other investors? If so, why haven’t they committed to working with them? What are the homeowners needs?

You get the idea.

**HOMEOWNERS QUESTIONNAIRE**

Date:\_\_\_\_\_\_\_ How did you hear about me? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Owner’s Name(s): \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Phone # \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Property Address: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Subdivision: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Can you tell me a little about your situation? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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Is the property occupied?

Owner Occ\_\_\_\_\_\_\_\_ Tenant Occ \_\_\_\_\_\_\_\_\_\_\_\_\_ Vacant\_\_\_\_\_\_\_\_\_

In Foreclosure? \_\_\_\_\_\_\_ Bankruptcy: 7 or 13/When? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Did you file an answer or attend a hearing? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Condo\_\_\_\_\_\_ Land\_\_\_\_\_ City: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

County: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ SHF: \_\_\_\_\_ Tnhse: \_\_\_\_\_\_\_\_

Value/Appraisal? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Behind in Payments? \_\_\_\_\_\_\_ How Many Mos.? \_\_\_\_\_\_\_\_\_

How much is the payment? $\_\_\_\_\_\_\_\_\_\_ Is the payment PITI? \_\_\_\_\_\_\_\_\_\_

Are RE Taxes current? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

What would you like to do?

*Keep \_\_\_\_\_ Sell \_\_\_\_\_ How much $\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

Is the house listed w/a Realtor: \_\_\_\_\_\_\_\_\_\_\_

Sell: Where/when are you intending to move? \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

 How much $$$ do you think you need to move with? \_\_\_\_\_\_\_\_

Keep: Have you tried to work with the bank to get current? \_\_\_\_\_\_\_\_

 How much cash are you working with to get back on track? \_\_\_

 Are you working now? \_\_\_\_\_\_\_\_\_

Can you afford the payment now? \_\_\_\_\_\_\_\_\_

Summary Final Judgment info: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Foreclosure Court Date: \_\_\_\_\_\_\_ Sale Date: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Bank Name & Phone: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Contact: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Loan # \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Best Time for Appointment: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Property Info: Beds \_\_\_\_\_\_ Baths \_\_\_\_\_\_\_ Pool \_\_\_\_\_\_

Garage \_\_\_\_\_\_\_ Extra Rooms \_\_\_\_\_\_\_\_\_\_ Gated Community \_\_\_\_\_\_\_\_\_

Homeowners Dues \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Add’l Info \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Directions: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_