

Buyer Lead Sheet

Today's Date:	Lead Source:	Appointment Date
Buyer's Name		Time:
Buyer's Email		
Buyer's Current Address		
Do you have any children? (names/ages)		
Primary Phone:		Work Phone:
Cell Phone:		Fax:
Are you already working with a real estate agent? Y/ N. If Yes, what is their name?		
Are you purchasing alone or with others?		
What do you want to buy?		
Why do you want to buy?		
Will others live in the property with you?		
Is anyone else involved in the purchasing decision?		
How long you have looked for a property?		What is your price range? \$
Have you seen anything that you like? Y/N.	If yes, what did you find? Where is it located?	
Did you make an offer? Why/ Why Not?		
Do you currently rent or own? If you own, do you need to sell your current property?		
When do you need to move?	Rent: When is your lease up?	If yes, are you working with an agent to sell your home? Y/N
Are you working with an agent to sell your home?		Date & Time for your next appointment with that agent?
What is your method of financing: cash or mortgage?		Have you been preapproved by a lender? Y/N
Lender's Name	Phone	
Email:		
Mortgage Amount \$	Down Payment Amount: \$	
On a scale of 1-10, what is your level of motivation to buy? 1 2 3 4 5 6 7 8 9 10	What would it take to become a 10?	Behavioral style: D I S C
Is there anything else that we haven't covered?		