



# Questions Experienced Real Estate Investors Ask Home Sellers

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The following is a list of sample questions you should ask a seller.

**When talking to a seller, try to ask the questions through the course of a conversation and try not to sound like you are reading from a list.**

*(Note: You will not ask all of these questions depending on the answers the seller gives and your investing objectives.)*

## **Asking About The Seller And Their Property:**

- Can you tell me a little bit about your home? (# of bedrooms, baths, size etc.)
- What do you like most about the home?
- What do you like the least?
- Are there any repairs needed?
- What is your sales price and how did you arrive at it?
- What do you think your house would appraise for in excellent condition?
- What do you think your property could rent for?
- Is your property listed with a real estate agent?
- If you don't mind me asking, why are you selling?

## **Asking About The Existing Financing:**

- Do you own the house free and clear?
- Do you know if your mortgage loan assumable?
- Would you sell the house for what you owe?
- If not, how much are you looking to get above what you owe? (Subtract that from sales price to

get loan balance.)

- How much are the monthly payment on the mortgage?
- Are the payments current?

**What Kind Of Deal Can You Get:**

- If I paid you all cash and closed quickly, what is the least you could take?

(Follow-up by asking if that is truly the least they would take.)

- Will you consider leasing the property to me with an option to buy if I guarantee the mortgage payments and maintenance?
- Do you have a problem with someone living in the property until I get it sold?
- Would you consider optioning the property to me, if there is absolutely no risk or cost to you?