

MOTIVATION FACTORS CHECKLIST

Weave the right questions within the conversation, depending on the conversation and what is the seller's motivation

- Why are the sellers selling?
- What are they going to do with the money?
- Why do they need the money?
- What are their real reasons for getting rid of the property?
- How long have they owned the property?
- Who actually owns it (is it in their name or someone else's name or owned by a partnership or trust)?
- Is there a time frame in which they must sell the property?
- How quickly do they want to sell?
- How long have they been trying to sell it?
- What will happen to the property if they don't sell it?
- Is the owner in financial trouble?
- What type of neighborhood is the property in?
- Is there a mortgage on the property?
- Will they take owner's terms (seller financing, lease option, subject to)?