



Sellers Questionnaire

FlipiQ is a network of proven investors and cash buyers ready to provide you and your seller with multiple competing offers using a simple-to-use app. You decide what investor fits you and your seller's needs and the best part you can choose to double-end all your FlipiQ deals.

Using the following checklist for approaching a seller about selling to an iBuyer or an investor can help you stay organized and ensure you cover all the necessary points during your conversation.

Understanding Seller's Motivation and Needs

- Determine the seller's motivation for selling.
- Discuss why they are considering selling as-is to investors.
- Explain the potential downsides of cash investors not offering the best price.
- Assess if the seller is open to an as-is, no-termites, quick close offer from local investors.
- Inquire about the desired timeline for closing.
- Discuss alternative plans if the desired price is not met.

Property Assessment

Identify any major issues with the property:

- Foundation
- Roof
- Plumbing
- Electrical
- Structural
- Pool condition
- HVAC/Heating system
- Cosmetic repairs only
- Take pictures of the property following the provided picture guide below

Occupancy and Tenancy

- Determine who currently occupies the property.
- Check for existing tenant contracts.

- Find out the duration of the tenant's stay in the property.
- Discuss tenant relocation if necessary.

Valuation and Offers

- Ask the seller's opinion on the property's worth.
- Inquire about previous offers from other investors.
- Understand how they determined the property's value.

Securing Your Position

- Attempt to secure a listing agreement.
- If a listing is not possible, negotiate for a commission for bringing a buyer.
- Propose using FlipiQ with your Affiliate link if the seller is not willing to pay a commission.
- Offer assistance with posting the property on FlipiQ, if needed.

Final Steps

- Emphasize the value of using FlipiQ and the fact they don't have to pay a commission.
- Offer to facilitate a call with a seller to guide them through the FlipiQ process with one of the FlipiQ support teams.

Remember to approach the conversation with the seller empathetically, understanding their needs and concerns, and positioning yourself as a helpful advisor rather than just a salesperson. Would you like to create a document or a presentation with this checklist?

The logo for FlipiQ features the word "FlipiQ" in a bold, sans-serif font. The letters "Flipi" are in a light blue-grey color, while the "Q" is in a light orange color. Above the text is a large, faint watermark of a house icon with a lightbulb inside, symbolizing real estate and ideas.

Picture Guide

Taking accurate photos is crucial as they allow investors to assess the property's condition and estimate repair costs, potentially leading to a solid, data-driven offer. This can minimize the need for an initial inspection, especially beneficial if occupant access is an issue. However, most investors will still require a quick inspection before finalizing the deal, so it's important to manage expectations with the seller to allow for investor inspections. Offers made without an inspection are typically lower to account for unforeseen issues, particularly in older properties.

Exterior Picture Guide

- Front elevation of the house (showing the main entrance)
- The backyard and any outdoor living spaces
- Side yards (left and right)
- Roof condition from various angles
- Water heater
- Driveway and garage
- Landscaping and garden areas
- Condition of the exterior paint or siding
- Facia and under the eaves
- Termite damage
- Deck, patio, or porch areas
- Swimming pool, if applicable
- Fences and boundary walls
- Utility meters (electric and gas)
- HVAC external units (air conditioning condenser)
- Any outbuildings or sheds
- Condition of windows and doors

Notes

Interior Picture Guide

- Entryway and foyer

- Living room from different angles
- Dining area
- Kitchen (including appliances, countertops, and storage)
- Bedrooms
- Bathrooms (showing fixtures and finishes)
- Basement, attic, or crawl spaces (if accessible)
- Utility areas (laundry room, mudroom)
- HVAC internal units (furnace, air handler)
- Electrical panel (with the door open to show circuit breakers)
- Plumbing fixtures (under sinks,)
- Water heater
- Any visible signs of damage or wear (stains, cracks, etc.)
- Flooring condition throughout the house
- Ceiling condition (looking for leaks or water damage)
- Any included appliances (washer, dryer, dishwasher, etc.)
- Smoke and carbon monoxide detectors
- Fireplaces or wood stoves
- Any smart home features (thermostats, security systems)

Additional Details

- Close-ups of any structural issues (cracks in walls, foundation issues)
- Areas of dampness or mold
- Any recent upgrades or renovations
- Age and condition of major systems (HVAC, electrical, plumbing)
- Any unique features or selling points of the property

Notes

Tips for Taking Photos

1. Ensure good lighting; natural light is best for interiors.
2. Use a wide-angle lens to capture the full essence of the rooms.
3. Avoid taking pictures with people or pets in the frame.
4. Take multiple shots from different angles to provide a complete view.
5. Label photos clearly