

### GOALS:

Know your goals. Clearly explained seller goals enables JMPI to tailor the property purchase to best meet the seller's needs. By understanding their priorities—whether it's a quick sale, maximizing profit, or reducing financial stress—we can structure the financing, timeline, and terms accordingly. This alignment ensures a smoother transaction that addresses the seller's priorities, resulting in a mutually beneficial outcome.

### Documents You'll Need

#### Current Mortgage Statement

Your mortgage statement reveals the remaining balance, guiding our financing terms and overall offer structure.

#### Property Tax Records

Tax records confirm payment status and help estimate ongoing costs, impacting the property's overall valuation.

#### Property Appraisal

If you have a recent appraisal, it provides us a valuation, ensuring our offer aligns with the property's current market value.

#### Income and Expense Records

If the property is rented, rental income and expenses clarify cash flow, allowing us to assess the property's investment potential accurately.

#### HOA Documents

If the property has a Homeowners Association, the HOA documents will outline rules, fees, and obligations, affecting property value and our interest in the offer.

## Checklist For Sellers

### Questions To Answer

- Why are you selling?**  
Understanding your reason for selling helps tailor the best financing solution.
- What is your mortgage balance?**  
Knowing your mortgage balance helps structure a feasible financing offer.
- Are there outstanding tax arrears?**  
Identifying tax arrears ensures all financial obligations are addressed upfront.
- What is your desired sale price?**  
Your desired price gives us a starting point in creating an offer everyone can win with.
- What is your timeline for sale?**  
Understanding your timeline allows us to align with your schedule and prioritize your offer.
- What is the property condition?**  
Assessing property condition ensures accurate valuation and appropriate financing terms.
- Are there existing tenants?**  
Tenant details help us effectively plan the transfer of property management and lease agreements.

### DUE-ON-SALE:

**A due-on-sale clause is important in seller financing because it may require the lender's approval before transferring ownership. It doesn't prevent seller financing, but sellers should check their mortgage or deed of trust to confirm if the clause exists.**