



Blue Phoenix Property Management  
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410-210-6139  
[www.BluePhoenixPropertyManagement.com](http://www.BluePhoenixPropertyManagement.com)

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## Prospective Owner Questionnaire

Date: \_\_\_\_\_

Address \_\_\_\_\_

Owner Name: \_\_\_\_\_

Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

1. Tell me about a little bit about you?  
*(Start with the person, not the property. We want to be PERSON focused first – then property focused.)*

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2. Have you had a chance to review our website and learn a little about us?

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3. Have you worked with a property management company before?  
*(who was it and how was the experience for them?)*

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4. If we work together, we want to be sure we are working with YOUR goals in mind. So what are you trying to accomplish through potentially working with a professional PM? *(this is an opportunity to find their pain points and ensure that we can help in the way they want)*

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5. Tell me a little about your property?

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6. Is the property currently occupied? \_\_\_\_\_

- a. If tenant occupied, what is the current rent: \_\_\_\_\_
- b. If tenant occupied, is the tenant a “good” tenant or are there problems:  
\_\_\_\_\_
- c. If owner occupied, what rental rate are you hoping to receive:  
\_\_\_\_\_
- d. If vacant, does the property need work to bring it to a rent-ready condition: \_\_\_\_\_

- 7. Are you also considered selling your property? \_\_\_\_\_
  - a. If yes, would you like us to prepare a free sales value analysis for the property in addition to preparing you a rental rate quote? \_\_\_\_\_

- 8. Where did you hear about Blue Phoenix Property Management? \_\_\_\_\_  
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