

Hey, this is [name], I saw that you're potentially selling a house right now, and I wanted to reach out about your property on [street]. I'm with a local real estate company here in [town] looking to purchase a few more properties this month. Hope that's ok?

IF THEY SAY NO: Ok no worries, we won't call again (make sure not call again)

IF THEY SAY YES: Move right into collecting info and going into your normal scripting.

"Great! So the whole purpose of this call is get some info about the property so we can make an offer. Do you have about 5 minutes so I can ask you some quick questions about your property?"

Awesome. Let me tell you a little bit about us. We're local [town] based buyers paying all cash, no real estate agents, or inspection checks. Ok I'll write the check you take home."

Property Checklist:

- Watch current condition?
- Age shown condition of the roof??
- Has windows and how age?
- Kitchen on others?
- Bathrooms?
- Occupied by tenant possession?
- Desired items so left behind?

Situation:

Reasons are selling for selling:

- A. Financial
- B. Personal
- C. Property
- D. Work
- E. Other



TIMELINE:

- If we can agree on terms, how soon would you like to sell?
- How long have you been there?
- If you sell, do you plan to move into another house, rentals, or mortgage?



Ok, so let me check with my team. While we're looking, if we're able to make an offer on, I'm going to take another consideration and evaluate it all and call you back.



When would be a good time tomorrow to reach out?