**Realtor script for calling on a listing With Your Buyers Agent**

Hi my name is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and I am an assistant to Real Estate Broker (Your Buyers Agent Here) who is a buyers agent for a client that wants to make an offer on one of your listings.

Do you still have the listing at \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ ?

Our client likes me to call about every property they make offers on and ask a few questions before submitting the offer. Do you have just a minute? These guys are serious buyers and I think we can make some money together if you get a lot of listings like this one.

So what can you tell me about this property?

What kind of repairs are needed and how much would it take to make them?

What are the rents for the area?

Is this a rental or owner occupied area?

Our client sells a lot of property with seller financing. Do you think this is a good property for that?

How much could we sell it for and about how much could we get as a down payment for a house like this in this area?

Do you have any buyers that may want to buy this property or one like it in this area? We pay Realtors commissions for bringing us buyers for our properties.

We may not be on your MLS, I will have to look. so I will need to get a code to get in and take a look at the property. Also, since I cant get into your MLS, are there any addendum that need to be submitted with the offer?

**List Of Questions You Can Ask The Realtors**

Did I catch you at a bad time or is this ok?

I was calling about (address). Can you tell me a little about it?

Is it a blower upper or fixer upper?

How much work does it need?

How long has it been on the market?

Have you had many offers?

How is the market there?

Would this be a better rental property or better as a fixer upper to retail?

Do you get many listings like this?

Do you have any other properties I need to make an offer on today?

Let me tell you a little about what we do...

The realtors we work with on a regular basis love us because...

Based on what you are telling me, it looks like I probably need to be around $xx,xxx.

Based on what you know about this seller and the property would you like to email the asset manager (or seller) and let them know that you have a cash buyer in this range?

Do you mind if I get your email address so we can stay in touch and I can buy more

Do you have an automatic email notification list you could put me on?

**Another Realtor Script Using The Questions Above**

Hi my name is Larry Goins and I was calling about the property at \_\_\_\_\_\_\_\_ address. Could you tell me who the listing agent is? Great may I speak with him/her? *(Not there)* May I get their cell phone number?

*(Listing agent on phone now)* Hi, my name is Larry Goins and I’m an investor and I saw your listing at \_\_\_\_\_\_\_\_ address. Could you tell me a little about it? *(Ask the following questions in a conversational manner)* #br, #ba, Sq. Ft, age, vacant? bank owned? How much work does it need? $ amount of work? How much would it rent for? How’s the market there? Would this be a good rental or a better retail house? What would it appraise for after repairs? Could you sell it for that once I fix it up? How long would it be on the market? Have you had any offers on this house? How long has it been on the market? I know you work for the seller but I also know that you want to get this house sold. What do you think it would take to buy this house with an all cash offer? Do you work with many investors? As I mentioned I’m an investor and we buy about 5-10 houses a month and can pay cash and close in about a week. *(If property is bank owned have the realtor ask the asset manager if they own any more properties in the area and you may be interested in buying more than one for a discount)* Let’s make an offer on this house. *(You have been running your numbers while on the phone and know what you can pay. Make an offer a little less than your max you can pay)* Lets make an all cash offer of $\_\_\_\_. Make it subject to an inspection with a 15 day close and a 15 day extension. Do you need to submit the offer in writing or do you want to just talk to the seller first? *(If in writing)* The buyer is going to be \_\_\_\_\_\_\_\_ and/or assigns. *(If they complain about the and/or assigns, tell them we never know what name we are going to title the property in until closing)* How much deposit do you need? Just fax me the contract and I will sign it and send you a check. Do you have anything else I need to be looking at? Give them your contact info and always write your phone number and name in the corner of the offer.