## Realtor Script for Calling on a Listing

Hi, my name is 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 here*) May I get their cell phone number?

***(Listing Agent on phone now)***

Hi, my name is and I am 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 Is It Vacant? Is It Bank Owned? How much work does it need? Dollar amount of work? (*Just a Ballpark*) How much would it rent for? (*Just a Ballpark*) How’s the market there? Would this be a good rental or is it better suited as retail property? What would it appraise for after repairs? (*Just a Ballpark*) Could you sell it for that once I fix it up? How long do you think it 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 houses a month and can pay cash and close fast. *(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*.) Based on what you have told me, it looks like I need to be around . Do you think we should make an offer on this house? *(You have been running your numbers while on the phone using the property analyzer and know what you can pay. Make an offer a little less than your max you can pay. If they say yes)* Let’s make an offer on this house. Let’s make an all cash offer of $ . Make it subject to an inspection with 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. You can also try to have them make the offer in the name of and/or Financial Partner)* How much deposit do you need?\_\_\_\_\_\_\_\_\_ Just email 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 information and always write your phone number and name in the corner of the offer. By the way, do you mind if I get your email address so we can stay in touch and I can buy some more property from you?  *(They will always give it to you)* Thanks a lot and I look forward to working with you. Have a great day.