

Two Part Seller Script

Part 1

1. Hello this is ____ with I Buy Houses I am calling for ____.
2. I am returning your call regarding wanting to sell a house. Do you have a house you're hoping to sell? **If the caller responds with a "NO" to the above question discontinue the call.**
3. Is the property listed with a Real Estate Professional? **If listed discontinue the call.**
4. What do you think your house would appraise for in today's market if we sent out a professional appraiser to appraise the house, what would they appraise it for? **If the caller doesn't give a dollar amount then mention to them that you really need a number in order to help them" Invite them to call you back.**
5. What amount... (Pause)
 - Sellers Name let me tell you a little about what I do. I buy houses like yours all the time."
 - I pay all the costs – things like Real Estate Commission - Title Insurance - Escrow Fees - Transfer Tax - Termite Clearance - Roof Certification – the list goes on and on..
 - And I buy them in an “as is” condition. I am going to assume the responsibility for all of the needed repairs – whether I have seen them already or not.
 - One of the positive factors about selling me your house is that you can stay in it for as long as you need to and I can get you your money on the date of your choice.
 - I will pay cash when I buy your house so you can have the peace of mind of knowing it's sold not only sold, but sold to someone who can afford to buy it."
 - Believe me, there is nothing more frustrating than seeing a deal break down in escrow. That isn't going to happen to you." Isn't that really what you want?
6. So knowing how I will buy your house what were you hoping to sell your home for, the net amount that you would receive after the loans and costs are taken care of. What I call the walk away money?
7. (Pause) (Pause) (Pause) Is that the least you will take? Always justify the reason before asking.
8. You can see yourself selling for less, yes? Always justify the reason before asking.
9. Is that the lowest you will go? Always justify the reason before asking.

Once you arrive at a number that you are comfortable beginning the face to face negotiation then continue with

Part 2.

Part 2

1. How did you hear about us?
2. Can you give me the Property address you are hoping to sell?: _____
(Always spell back the street) City _____ Zip _____
3. Is there better telephone number you can be reached at _____
4. Well Sellers Name "Thank you for calling me to buy your house.
5. What time today would be better for me to come out and buy your house _____ or _____? Terrific
6. Before I come out to buy your house... there are just a few more questions... I need to ask about your house, is that okay?
7. When would you like to have your house sold? _____
8. So if I can close escrow on this house *THEIR ANSWER* will that be okay for you? Yes No
9. Have you tried selling the house before? _____
10. IF YES; What do you think has stopped it from selling?"
11. Why are you selling? _____
12. *IF TO BUY A NEW ONE* Do you have to sell this house in order to buy the next one? Yes No
13. What is going to happen if it doesn't sell. _____
14. Are you aware of how expensive it is and all of the costs involved with selling a house like yours?
15. Just a couple more questions.
16. Is the home Vacant or Occupied? Occupant Name? _____
17. How many Bedrooms ____ and Baths ____ How many Square Feet? _____
18. Is there a Garage? YES NO Size _____
19. Earlier I spoke about paying for all of the repairs, What Kind of repairs does it need?
20. What amount should I assume I will have to pay in repair cost? _____
21. Is there a Mortgage on the house? Yes No What is/are the balance? 1st _____ 2nd _____ 3rd _____
22. IF THERE IS A MORTGAGE are you in Foreclosure? Yes No
23. IF IN FORECLOSURE is it a Notice of Default or Trustee Sale... Sale Date _____ Arrearage Amount _____

24. One last question, When I come out... it is important...that all of the decision makers be there.... so I can come to an agreement to buy your house... Will all of the decision makers be there for the appointment? (If all of them are not there don't go)
25. Is there anything you need me to bring besides my checkbook when I come out to buy the house?
26. And if you could do me a favor and have locate the deed, however if you don't have it I can have title look it up after I buy the house and also locate the latest mortgage statement.
27. Well, _____ I look forward to buying your houses at _____...
28. Thank you.