

OPEN CALL

HELLO JOHN?

Yes Hi John, my name is Jason, my partners and I buy properties locally. I was calling about your property I believe you own on 123 Main St, are you the owner of that property?

Yes Awesome, well I was calling to see if you would consider an offer on the property?

Yes Great! Just to give you some context we purchase properties cash AS-IS... we pay all closing costs and the best part is there are no agent commissions ... How does that sound to you?

Set the Expectations

How much will you give me? Well... I do have some questions about the property really quick. It won't take to long

Maybe in the future That's okay. How far out in the future should I reach back to you? 3 weeks? 1 month? 2 months?

No ahh gotchal do you happen to have any other properties you'd like to sell? No I completely understand. Thank you for very much for your time and have a great day!

How did you get my number? We use a third party data service company where we send them addresses we are interested in and of they have a phone number they send it back to us... sometimes we get lucky!

Who are you oh sorry! My name is John from [business name] We buy homes cash locally and in other states ... we usually remodel homes and rent them out and today your property came across to me and was curious if you'd be interested on selling it as-is for cash?

No oh, you no longer own that property? No ahh gotchal do you happen to have any other properties you'd like to sell? No I completely understand. Thank you for very much for your time and have a great day!

Yes Great, yeah I am looking for him/her because I am interested on purchasing 123 Main St from him. Do you happen to have his cell number so I can reach out to him?

No oh, do you happen to know John Smith or do you happen to be the owner of 123 Main St? No I completely understand. Thank you, by the way do you happen to own any properties or land that you'd be interested on selling?

1 PROPERTY CONDITION Q's

- ? On Zillow it shows the house is 1,000 sqft, is that correct?
- ? What is the general condition of the house?
- ? How old is the road/AC unit?
- ? How long ago were the bathrooms and kitchen updated?
- ? Have you noticed any issues with the foundation?
- ? Do you live in the property or are you renting it out? if renting, how much are you renting for?

2 WWH

- ? For how long have thought about selling the property?
- ? Typically we can close in 2-4 weeks, does that timeframe work well for you?
- ? You didn't happen to have a number in mind that you would want to sell your property for, did you?
 - Yes what would that number be? How did you come up with that number?
 - No That's okay!
- ? Do you have any mortgage payments to still take care of? If so, how much?
- ? Do you have any liens on the property?

3 CLOSE

Based on all the information you have given me today, considering we would be taking care of all closing costs, close quickly, and buying the property at its current condition, our cash offer would be in the park of [give range], how does that sound?

OBJECTIONS

- 1 That's much lower than what my property is worth
 - About how much do you think your property is worth? **find comparable to handle objection**
 - Our offer considers various factors like current market conditions, the property's condition, and costs related to repairs and renovations. Our aim is to provide a solution that's quick and hassle-free, without the need for you to invest further into the property or wait indefinitely for a buyer
- 2 Other properties in my area sold for much more
 - What properties have you seen that sold higher? Also are they the same size and condition as yours or were they updated?
 - Our offer is based not just on the location but also on factors like the home's condition, how fast you want to close, and market demand. Plus, when you sell to us, you avoid agent commissions, closing costs, and lengthy market waits, which can add up.
- 3 I think I'll get a better offer if I wait or go through an agent
 - That is another route you can go. Selling your home the traditional route could bring higher offers. However, it also comes with uncertainties of how long it might take, potential agent commissions, closing costs, and the chance of deals falling through. Our offer ensures certainty, speed, and zero out-of-pocket expenses.
- 4 I've invested a lot into this property. The offer doesn't reflect that
 - While we might not be able to match the emotional or financial investment you've put in, we do aim to provide a seamless and quick selling process.
- 5 I need to think about it
 - I completely understand. Let me ask you this, how long do you need to think about it? **answer: 2 week**
 - If today was [2 weeks later date] what would the difference be?
- 6 I need to talk to my partner/spouse