



# RE Call Script



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## 👉 ON MARKET REALTOR SCRIPT

### Realtor Call

Hi, are you the listing agent for the property at [Property Address]?

My name is Ana. How's your day going? Did I catch you at a good time?

*Wait for response*

Perfect! I was interested in this property and had just a few questions.

#### 1. PROPERTY AVAILABILITY:

- Is the property still available?

#### 2. PROPERTY CONDITION:

Tell me more about the property.

- **Beds and Baths:** Can you confirm the number of bedrooms and bathrooms?
- **Square Footage:** What is the square footage of the property?
- **Year Built:** When was the property built?
- **Inspection Report:** Do you have any previous inspection reports for the property?
- **Roof Condition:** When was the roof last updated? (If unsure, ask for a rough estimate)
- **HVAC Condition:** Was the HVAC system replaced recently?
- **Water Heater Condition:** Is the water heater new or has it been replaced recently?
- **Extra Details:** Are there any foundation issues, plumbing concerns, or other factors affecting the property's value?
- **Mortgage Liens and Tax Debts:** Are there any outstanding debts, unpaid taxes, or liens on the property, including mortgage, tax liens, or foreclosure issues?
- **Code Violations or Legal Issues:** Are there any known code violations, legal issues, or material defects associated with the property?



- **Rehab Budget:** Do you have an estimated rehab budget for renovations or repairs?
- **Occupancy:** Is the property currently occupied or vacant?
  - Vacant
  - Tenant-occupied (Annual or Month-to-Month)
  - Owner-occupied
- **Section 8 Tenant History:** Has this property ever had a Section 8 tenant?
- **Seller Motivation:** Why is the property being sold?
- **Time on Market:** How long has it been on the market?

### 3. MOTIVATION:

- If the seller can't get the price they want, what is their plan?
  - What's the motivation behind the sale?
  - Is there a specific situation (divorce, relocation, etc.)?
  - What is the pain point driving their decision?

### 4. TIMELINE:

- I see this property has been on the market since [Date].
- Why has it been on the market for [X] days?
- I know you're likely receiving several offers on this property. Are you currently negotiating any offers, or have you had to reject many?

#### **Timeframe to Sell:**

- How soon would your client like to close the sale?
  - ASAP
  - Within 30 days
  - Flexible

### 5. PRICE:

- I don't want to waste anyone's time. What price is too low to offer on this property?

#### **Seller's Asking Price:**

- How much were they hoping to get for the property?



## 6. COMMISSION AGREEMENT:

- What is your commission agreement with the owner (percentage)?

## 7. ADDITIONAL PROPERTIES:

- I'm looking for properties like this. Do you have any more similar listings?

### Making the Offer:

Perfect! I'd like to make an offer. Can I send an LOI (Letter of Intent) for this property via email, so you can present it to your client? I'd like to offer [Offer Amount] on this property. I can also send the terms of my offer by email for you to present.

## 8. CONTACT INFO

What is the best email address to send this to? Thank you for your time, [Realtor's Name]. I look forward to speaking with you soon.

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## OFFER EMAIL

Subject: Offer for [Property Address]

Good Evening [Agent's Name],

My offer for the property that we discussed over the phone today is as follows:

- **Address:** [Property Address]
- **List Price:** [List Price]
- **Cash Offer Price:** [Cash Offer Price]
- **Closing Costs:** Covered by my company in all offers.
- **Inspection Period:** 5-15 business days for inspection.
- **EMD Deposit:** \$2,000 non-refundable, submitted post-inspection.

Thank you for taking the time to speak with me today regarding my buying criteria in [State]. Please let me know if you can assist my team and me in accomplishing our goals.

Best regards,

[Your Name]

[Your Company Name]

[Your Contact Information]



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## 👉 OUT OF MARKET - DIRECT SELLER SCRIPT

### Introduction:

- Hello [Seller], it's [Your Name]. I'm calling you about your property at [123 Main St].  
*Pause*  
"I probably caught you at a bad time, didn't I?"

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### Confirm Property Condition:

- **Beds and Baths:** Can you confirm the number of bedrooms and bathrooms?
- **Square footage:** What is the square footage of the property?
- **Year Built:** When was the property built?
- **Inspection Report:** Do you have any previous inspection reports for the property?
- **Roof Condition:** When was the roof last updated? (If unsure, ask for a rough estimate)
- **HVAC Condition:** Was the HVAC system replaced recently?
- **Water Heater Condition:** Is the water heater new or has it been replaced recently?
- **Extra Details:** Are there any foundation issues, plumbing concerns, or any other factors affecting the property's value?
- **Mortgage Liens and Tax Debts:** Are there any outstanding debts, unpaid taxes, or liens on the property, including mortgage, tax liens, or foreclosure issues?
- **Code Violations or Legal Issues:** Are there any known code violations, legal issues, or material defects associated with the property?
- **Rehab Budget:** Do you have an estimated rehab budget for renovations or repairs?
- **Occupancy:** Is the property currently occupied or vacant?
  - Vacant
  - Tenant-occupied (Annual or Month-to-Month)



- Owner-occupied
  - **Section 8 Tenant History:** Has this property ever had a Section 8 tenant?
  - **Seller Motivation:** Why are you selling the property?
  - **Time on Market:** How long has it been on the market?
  - **Timeframe to Sell:** How soon would you like to close the sale?
    - ASAP
    - Within 30 days
    - Flexible
  - **Realtor Commission:** What is the agreed-upon realtor commission percentage with the owner?
  - **Seller's Asking Price:** How much were you looking to get for the property?
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## Negotiation Tips:

*Diving Deeper Into Motivation* – Ask probing questions to uncover deeper motivations, such as:

- "It seems like [insert issue]. Can you tell me more about that?"
  - "How long has this been going on?"
  - "What have you tried to do about it?"
  - "When you say [repeat pain point], what do you mean?"
  - "How long have you been thinking about this?"
  - "How does that make you feel?"
  - "If you do decide to sell, where do you think you might go?"
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## Asking the Price

- "Okay, how much were you hoping to get for the property?"
- If they say "Give me an offer":  
"Got it. So, you probably don't have a specific price range in mind?"
- If they respond "No" again:  
"I understand. To ensure we can help you effectively, would you be comfortable sharing a rough range, maybe 10-20K, just so we know how we



can best assist you?"

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### Price Anchoring:

- "Just so you know, other investors are typically purchasing properties at [40-50% of Zillow/Comparables value]. Again, that's not our offer, just what other investors are paying. What would you say if they offered you something like that?"
    - **"Way too low" or "Hell no"**
  - "As I mentioned, that's not our offer, just an example. What were you hoping to hear from us?"
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### If they say "No":

- "Understood. What were you expecting in terms of price?"
  - "At this point, I think your best option might be to list the property with a realtor or hold onto it. We'll follow up with you in 30-60 days to check in. If anything changes, feel free to call or text me anytime. I'll save my number in your phone so you can easily recognize it."
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### If they show interest: Make the Offer

- "Thanks for sharing all this information, [Seller's Name]. I believe we would be a great fit to move forward. Based on what you've shared, we can offer you [\$X], which would be in your bank account in 30 business days or sooner, if that works better for you."
  - "This offer means no repairs, no cleaning, and no commissions. We'll cover all closing costs. How does that sound?"
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### **Addressing Concerns:**

- "I understand that this is a big decision. From what you've shared, selling seems like it could really help you move forward. What's holding you back from moving ahead today?"
  - "The agreement is written in simple, easy-to-understand terms. It's clear about the price, the terms, and that we're buying the property as-is."
  - "If you decide to move forward, I'll send the agreement to your email, and we can review it together. Are you ready to review and sign today?"
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### **Closing Process:**

- "The agreement ensures you'll get the price we discussed. No repairs, no commissions, no closing costs. All you need to do is sign, and we'll handle the rest."
  - "An expert will contact you to walk you through the details of the agreement. We typically take a few days for due diligence and an inspection. Afterward, we'll make an earnest money deposit into escrow, handled securely by our licensed title company."
  - "We aim to close within 20-30 days, but we can adjust the timeline to fit your needs. The title company will also make sure everything is processed correctly, including clearing any liens or title issues."
  - "Does that sound good to you so far?"
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### **Final Conversation**

- "Thank you for your time, [Seller's Name]. I'm here to make this process as simple and stress-free as possible. If you have any questions or need to reach out before our next call, feel free to contact me. I look forward to speaking with you soon."
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## 👉 TOP QUESTIONS

### 1. General Inquiries

- **How did you get my number?**  
*"We work with a data provider that shares contact info for properties like yours that match our buying criteria. Our acquisitions team can provide more details on how we found your property."*
  - **What's your process for buying homes?**  
*"We buy properties as-is, cover all closing costs, and offer cash. The process is simple, and our acquisitions team can explain how we can make this quick and easy for you."*
  - **How do you determine the offer amount?**  
*"Our offer is based on the condition, location, and market value of the property. I can explain how we arrive at the best possible offer."*
  - **Can you guarantee the sale will go through?**  
*"We aim for smooth transactions, but nothing is final until closing. The acquisitions team will guide you through every step to ensure clarity."*
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### 2. Fees & Timing

- **Do I need to make any repairs?**  
*"No, we buy properties as-is."*
- **Do you charge any fees or commissions?**  
*"No, there are no fees or commissions, you'll receive the full cash offer."*
- **How fast can you close?**  
*"Typically, we close in 15 to 21 days. The acquisitions team can give you a precise timeline and work with your schedule."*
- **Can I choose the closing date?**  
*"Yes, we can work around your schedule. The acquisitions team will help you pick a closing date that fits your needs."*
- **Will I get the full amount in cash?**  
*"Yes, you'll receive the full amount in cash. The acquisitions team will explain how the payment process works."*



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### 3. Flexibility & Options

- **Can I stay in the house after selling?**  
*"That depends on the agreement. Our acquisitions team can discuss flexible closing options tailored to your situation."*
  - **Do you offer any moving assistance?**  
*"In some cases, we can help with moving costs. The acquisitions team will let you know if this option is available."*
  - **Can I negotiate the offer?**  
*"Absolutely. I will work with you to ensure the offer meets your expectations."*
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### 4. Property Specifics

- **What happens if I have tenants?**  
*"We're experienced with tenant-occupied properties, so that's not an issue. The acquisitions team will explain how we handle that."*
  - **What happens if I still owe on my mortgage?**  
*"We'll take care of paying off the remaining mortgage at closing. Our acquisitions team will guide you through how that works."*
  - **What if my property has liens or back taxes?**  
*"We can help resolve liens or back taxes at closing. The acquisitions team will explain how we handle these issues."*
  - **Can you help if my home has major damage?**  
*"Yes, we buy properties in any condition, including major damage. The acquisitions team will explain how we factor that into your offer."*
  - **Will you inspect the property before closing?**  
*"Yes, we typically do a quick walk-through before finalizing the offer. The acquisitions team will explain what to expect."*
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### 5. Selling Process & Agreements



- **Can you send me a written offer?**  
*"Yes, we'll send a written offer after confirming a few details. The acquisitions team will make sure you receive it promptly."*
  - **What happens after we agree on a price?**  
*"Once we agree on the price, we'll send a written agreement and schedule closing. The acquisitions team will take care of the next steps."*
  - **Do I need a lawyer for this process?**  
*"Not necessarily; we handle everything through a title company. The acquisitions team can explain how that works and address any legal concerns."*
  - **Do I have to sign anything today?**  
*"There's no pressure to sign immediately. The acquisitions team will walk you through the agreement whenever you're ready."*
  - **Can I cancel the agreement after signing it?**  
*"Typically, once signed, the agreement is binding, but the acquisitions team can explain if there's any flexibility in your case."*
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## **6. Special Situations**

- **Can I sell if I'm out of state?**  
*"Yes, we handle remote transactions regularly. The acquisitions team will ensure everything is coordinated seamlessly."*
- **What if I have tenants who don't want to leave?**  
*"We can work with tenant-occupied properties. The acquisitions team will help you handle the situation and discuss options."*
- **Can I sell if my property is on the market with a realtor?**  
*"Yes, we'll coordinate with your agent. Our acquisitions team will ensure the process goes smoothly."*
- **Can I sell if I'm going through a divorce?**  
*"Yes, we've helped many sellers in divorce situations. Our acquisitions team will make the process as smooth as possible."*
- **Can I sell if there are multiple owners?**  
*"Yes, we handle properties with multiple owners. The acquisitions team will explain how we coordinate with all parties."*



- **Can I sell if I have an FHA or VA loan?**

*"Yes, we handle properties with all loan types, including FHA and VA loans. The acquisitions team will explain how the loan is settled at closing."*

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## **7. Value & Credibility**

- **How do I know this is legitimate?**

*"We're a local, reputable buyer who works with trusted title companies. The acquisitions team will provide references and additional details to reassure you."*

- **Why should I sell to you and not list with an agent?**

*"We offer a faster, hassle-free sale without repairs or showings. The acquisitions team will explain how you'll avoid the complexities of a traditional listing."*

- **How do I know you're offering a fair price?**

*"Our offer is based on market data and the condition of your property. The acquisitions team will show you how we arrive at the most competitive offer."*

- **What's the difference between you and a realtor?**

*"We buy directly—no listings, no showings—and offer a faster sale."*

- **Will this affect my credit score?**

*"No, selling your home won't affect your credit."*

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## **8. Flexibility in Decision-Making**

- **Can I take some time to think about it?**

*"Of course. I can follow up whenever you're ready."*

- **Do you only buy in certain areas?**

*"No, we buy properties across many regions. The acquisitions team can confirm if your area is included."*

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## **9. Addressing Scam Concerns & Providing Reassurance**



- **How do I know this isn't a scam?**

"We understand that selling your property can feel uncertain, especially with so many options out there. We're a local, reputable buyer, and we partner with trusted title companies to handle all the legal and financial aspects of the sale. Our acquisitions team will walk you through every step, and we can provide references from past clients for added peace of mind."

- **Will I get scammed or lose my property?**

"Not at all. Your property sale is handled through a licensed title company, which ensures the entire process is legitimate and secure. We have helped many homeowners in similar situations, and our acquisitions team will be happy to explain everything to reassure you."

- **How can I be sure this is legitimate?**

"All transactions go through established title companies that handle the closing and ensure everything is done according to state law. Our acquisitions team can also provide you with documentation of our company's history and success, as well as client references to give you confidence in our services."

- **How will the payment be handled to avoid scams?**

"Payments are made securely through the title company, ensuring that you receive your funds without risk. The acquisitions team will explain the process and guarantee that all legal protections are in place."

- **Can I trust you with my personal and financial information?**

"Absolutely. We follow strict privacy and security protocols. Your personal and financial information will only be shared with the necessary parties, like the title company. Our acquisitions team can explain how we protect your data throughout the process."

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## **OBJECTIONS**

### **1. "We need to consult with our family first."**

"I understand completely. However, my offer is guaranteed, and if you want, we can set up a follow-up call to address any questions your family may have. What time works best for you?"



**2. "We've already had other cash offers."**

"I understand, but my offer is firm and comes with no fees or hidden costs, plus I can close quickly. Why not lock this in today and save yourself the stress of waiting for other offers?"

**3. "We're not ready to sell yet."**

"No problem, but if you'd like, I can hold this offer for you for [X] days, so you have time to decide without losing the opportunity."

**4. "What if I change my mind?"**

"You're in control. I'm here to make the process smooth, but if you change your mind at any point, that's completely fine."

**5. "The property is not in good condition."**

"That's not an issue at all. I buy properties as-is, meaning you don't need to spend a dime on repairs."

**6. "We were hoping for a bidding war."**

"Bidding wars can drag on and are unpredictable. My cash offer guarantees a fast, smooth closing with no uncertainty."

**7. "We think the market will improve soon."**

"That's possible, but there's no guarantee. My offer gives you certainty, and you won't have to wait for the market to catch up."

**8. "We are emotionally attached to the property."**

"I understand. I can make this process as respectful and easy as possible for you, ensuring everything goes smoothly when you're ready."

**9. "We have to clear up some family issues first."**

"I get it. When you're ready, I'll be here to ensure the sale goes quickly and smoothly, with no hassle."

**10. "We're hoping for a higher cash offer."**

"I'm offering you a fair price based on the current market, and with no fees or commissions. This guarantees you keep more money and close quickly."



**11. "I want to do some repairs first."**

"You don't need to spend a dime on repairs. I'll take care of everything, and we can close quickly without delay."

**12. "I'm concerned about taxes and capital gains."**

"I can connect you with a tax expert who can explain how a cash sale can work in your favor, possibly reducing the tax impact."

**13. "We want to sell with a realtor instead."**

"I get that. However, selling with me means no commissions, fewer fees, and a quicker closing. You get a guaranteed sale with no hassle."

**14. "I've heard bad things about selling for cash."**

"I understand. However, I have a proven track record of transparent, trustworthy transactions. I can even provide references if that helps."

**15. "We don't want to deal with the paperwork."**

"I handle all the paperwork for you. You'll just need to review and sign, and we'll handle the rest."

**16. "We've had bad experiences with investors before."**

"I understand your concerns. My process is completely transparent, and I'm here to make sure you feel comfortable every step of the way."

**17. "We want to test the market first."**

"I understand wanting to explore all options. However, my cash offer is a guaranteed, no-risk option that could save you time and uncertainty."

**18. "I want to sell for more than what you're offering."**

"I understand. But my offer is based on current market conditions and the property's as-is condition. This is the best offer I can make for a fast, guaranteed sale."

**19. "We are looking for an all-cash offer, but at a higher price."**

"I understand the need for a higher price, but this cash offer is solid and



comes with no contingencies, allowing us to close faster than traditional methods."

**20. "We're concerned about the appraisal value."**

"With a cash offer, there's no need for an appraisal. You get a firm offer without delays, which means you can close quickly."

**21. "We've had offers that didn't work out."**

"I'm committed to seeing this through. With my cash offer, there's no risk of the deal falling apart, and we'll close on your timeline."

**22. "We're worried about hidden fees."**

"There are no hidden fees. I cover all closing costs, so the amount I offer is the amount you get."

**23. "I want to take more time and weigh my options."**

"Take all the time you need. When you're ready, I'll be here with a firm, guaranteed offer for you."

**24. "We're concerned about the paperwork and legal stuff."**

"I handle all of that for you. I'll ensure everything is clear, and all you need to do is sign once you're ready to move forward."

**25. "We're waiting for a better offer."**

"I understand, but my offer is guaranteed and without the risk of it falling through like some other offers might. It's a sure thing."

**26. "We want to make sure we're getting the best deal."**

"I offer a fast, fair, and guaranteed cash sale. There are no hidden fees or long delays, just a straightforward deal that benefits you."

**27. "We don't want to rush into anything."**

"No rush. When you're ready, I'm here to make the process smooth and quick."





**28. "I want to sell, but I'm not sure about the timing."**

"I understand. If you're looking for certainty and a quick close, my offer can give you that while still allowing you to plan your next steps."

**29. "I'm afraid the sale might fall through."**

"With me, you won't have to worry about that. My cash offer is reliable, and I'll close on your terms."

**30. "We need to think it over."**

"Take your time. When you're ready, I'll be here to ensure the sale goes smoothly without any pressure."

**31. "I don't want to sell at this price."**

"I understand. However, my offer is based on the current market conditions and property's condition. It's a fair price for a quick, hassle-free sale."

**32. "We're not sure if this is the right time."**

"It's understandable to want to time things right. However, the market can be unpredictable. Locking in my offer guarantees you a fast, certain sale."

**33. "I need to see more offers."**

"I understand. My offer stands firm and is ready to go, which means you won't waste any more time with uncertainty."

**34. "I'm worried about the closing process."**

"The closing process is straightforward. I handle everything, and you can expect a smooth, stress-free transaction."

**35. "We want to try selling for more money through a different channel."**

"That's understandable, but keep in mind, traditional sales take time and come with hidden fees. My cash offer is simple, quick, and hassle-free."

**36. "The house needs too many repairs."**

"No problem at all. I buy properties as-is. You don't need to worry about repairs or renovations—just sell it to me in its current condition."



**37. "We're looking for a higher price to move forward."**

"I understand your position, but my offer reflects the fair market value. It's the best way to get cash quickly and avoid any delays."

**38. "We think we might be able to get more with a Realtor."**

"A realtor may be an option, but remember, you'll incur fees, commission, and a lengthy closing process. My cash offer allows you to avoid all that and close fast."

**39. "We want to sell, but we don't want to deal with closing costs."**

"I've got you covered. I pay all closing costs, so you'll get the full amount without deductions."

**40. "We don't want to deal with buyers backing out."**

"That won't happen to me. My cash offer is solid, and I guarantee the deal won't fall through."

**41. "I need to think about it more."**

"I understand. When you're ready, I'm here to discuss any questions or concerns and finalize the offer."

**42. "We have some repairs to complete first."**

"You don't need to worry about repairs. I buy properties in any condition, so you can avoid spending time and money on fixes."

**43. "We don't know if we're ready to move yet."**

"No rush. Whenever you're ready, my offer stands, and I can work on your timeline to close the deal."

**44. "We were hoping for a bidding war to drive the price up."**

"Bidding wars are unpredictable. My cash offer guarantees you get a fair price, with no uncertainty or delay."

**45. "The offer is too low for the neighborhood."**

"I understand your concern, but my offer is based on the property's condition and market realities. It's a fair price for a quick, guaranteed sale."



**46. "We want to test the market for a little longer."**

"Testing the market is fine, but my offer is a guaranteed sale with no contingencies. I'm here to make the process smooth and quick."

**47. "We're worried about selling too soon."**

"I understand. There's no rush. When you're ready, I'm here to make the process smooth and quick."

**48. "We think we can get a higher offer from someone else."**

"I understand your concern, but my offer is firm, fair, and guaranteed, and it comes with no fees or commissions."

**49. "I'm unsure about accepting an offer right now."**

"No problem at all. Take your time to think it over, and when you're ready, I'm here to move forward."

**50. "We need to clear up some issues with the property."**

"You don't need to worry about that. I buy properties as-is, and you won't have to fix a thing."

**51. "We've had bad experiences with other buyers."**

"I understand your concern. I strive to make this process transparent and stress-free, and I'm happy to provide references."

**52. "We want a higher price."**

"I completely understand. My offer is based on the current market conditions and the property's as-is condition. It's the best cash price for a quick, guaranteed sale."

**53. "We want to wait until the property is worth more."**

"I understand that desire, but there's no guarantee the market will improve. My offer is a solid, guaranteed cash sale now."

**54. "We don't want to deal with all the paperwork."**

"I handle all the paperwork for you, making the process smooth and simple. All you need to do is review and sign."



**55. "We were hoping for a bidding war to drive the price up."**

"Bidding wars are uncertain and time-consuming. My cash offer gives you a guaranteed, hassle-free sale with no delays."

**56. "We don't know if we can move quickly."**

"That's okay! I'll work with your timeline and make sure everything moves smoothly when you're ready."

**57. "We need to think more about the deal."**

"Take all the time you need. When you're ready, I'm here to answer any questions and finalize the sale."

**58. "We think we can sell for more with a realtor."**

"I understand. But keep in mind that with a realtor, you'll pay fees and commissions. My cash offer is a straightforward deal with no extra costs."

**59. "We want to make sure we're making the right decision."**

"I respect that. I can provide all the information you need, and when you're ready, we can move forward without any pressure."

**60. "We need to make sure everything is in order before selling."**

"I'm here to help with any paperwork or questions you may have, ensuring everything is clear and ready when you're ready to sell."

