

EARN WITH



MR. TYCOON

Date _____ **FSBO Call Script** Source _____

Hi, I'm interested in buying your house, is it still for sale? _____ Great, I'm _____, and what was your name?

Owner(s) _____ Cell Phone _____

Address _____ Other Phone _____

So what's your **ASKING PRICE** for the house? _____ (COMPS) _____

How many BR/BA? _____ SQ FT _____ What kind of shape is the property in? _____

That's good, we buy houses in any condition. Can I ask **why you're selling**? _____

Okay, your house sounds like one we'd be interested in. You know, a lot of times it works out best by doing something with the financing. You have a mortgage on the house, right? **YES NO (IF NO, GO TO BOX 2.) (IF YES:)** Oh, can I ask how much you owe on it? (**COMPLETE Mortgage Information BELOW**)

1st \$ _____ Payment PITI _____ Current? **YES NO** (How late?) _____

2nd \$ _____ Payment PITI _____ Current? **YES NO** (How late?) _____

1. Owe 80-90%+ of House Value
(% depends on market)

Let me ask you, would you sell the house for what you owe on it?

YES NO

If **YES**, Go to*** below. If **NO**, continue:
Okay, well if we were to work it out and close whenever you want, what's the least you would take? _____ Is that the best you can do? _____

Great, well we work with houses like yours a lot. Now the way it normally works is that we buy the house from you with owner financing or lease purchase, and we make monthly payments. A few great things about how we do it are that we pay a good price, we can close whenever you want, and we take care of everything. So you're free and you can just move on.

Doesn't that sound good/great? **YES NO**

2. Mortgaged House OR Free & Clear

Great, well we work with houses like yours a lot. Now the way it normally works is that we buy the house from you with owner financing or lease purchase, and we make monthly payments. A few great things about how we do it are that we pay a good price, we can close whenever you want, and we take care of everything. So you're free and you can just move on.

Doesn't that sound good/great? **YES NO**

If **YES**: So if we were to work it out and close whenever you want, what's the least you would take? _____ Is that the best you could do? _____ (**GO TO *****)

If **NO**: Okay, sometimes people do need all their cash out right away. We usually buy from people who want to make more money from the sale and can wait a little while to cash out. Is that possible, could you give us a little time to pay you off?

YES MAYBE NO

IF YES: ***Okay, what's the best time my boss could call you back?/we could meet with you? _____

IF NO/MAYBE or **REQUESTING MORE INFORMATION**, put lead in Follow-up File or Suspect File.

Just a couple last things now, is the house **LISTED?** **YES NO** Is it **vacant / rented out?** _____

Notes/Follow-up _____

Okay, great, it's been a pleasure talking with you. I really think this will work out good/great for you, and good for us too. We're looking forward to talking with you again later today / tomorrow / soon!