

(REIClub.com)
SELLER SCRIPT

Thank you for calling ABC Properties. How may I help you?

- 1) Where did you see our number/ad?
- 2) To determine our interest in buying your property, we need some information first.
Do you have a minute?
- 3) Would you say and spell your name, please?
- 4) May I have your day and evening telephone numbers? (**repeat numbers back**)
- 5) Thanks (**seller's first name**). May I have the address of the property, please?
- 6) How long have you owned it?
- 7) Can you tell me the approximate square footage?
- 8) How many bedrooms and bathrooms does it have?
- 9) Does the house need any work before it's ready to sell? (**if yes, get details**)
- 10) Do you have the cash to make all the repairs to make the house like-new?
- 11) (**Seller's first name**), what are you asking for the property?
- 12) How did you come up with that figure? (**appraisal, realtor, sales, etc.**)
- 13) If we had an appraisal done, what do you think it would be worth?
- 14) If you don't mind me asking, why are you selling?
- 15) How soon do you need to close?
- 16) (**Seller's first name**) Is there a mortgage on the house? (**if "no", go to closing**)
- 17) What's the remaining balance of the mortgage and the monthly payment?
- 18) Are you current on your payments? (**if "no"**) How far behind are you?
- 19) Is your main concern getting relief from the monthly payments? What is it exactly that you're trying to accomplish?

CLOSING: Thank you, that's all the info we need for now. We appreciate your call and will contact you soon to see your property and discuss an offer after we've done some more research.