



Cold Calling Script

Hi, I am looking for "Owner Name"

Or (pick one)

Hi, "Owner Name"

My name is _____. I am sorry this call is out of the blue, however, I was calling about a home I believe you own on "Property Address You're Calling About."

I am looking to buy a home in the neighborhood and am calling to see if you had thought about selling it or if you would be interested in entertaining an offer?

YES RESPONSE:

Great... Do you mind if I ask you a couple of questions about your property?

Thank you! It looks like the home is _____ square feet. Is that accurate? And how many Bedrooms & Bathrooms does it have?
(click the Zillow button in Mojo and check the square footage)

Great...have you done any major remodeling to the kitchen and/or bathrooms in the last 5 years?

How old is the AC (aircon) unit and the roof?

Thank you again for the information...do you have a price in mind?

If we come up with an offer that works for you, how quickly would you be willing to close on this property?

HOW MUCH RESPONSE:

My partner actually runs all the numbers and the condition of the home is a big factor. Have you done any major remodeling to the kitchen and/or bathrooms in the last 5 years?

How old is the AC (aircon) unit and roof?

Great...do you have a price in mind?

NO RESPONSE:

I completely understand, do you have any other properties you would consider selling?

IN THE FUTURE RESPONSE:

Okay great! Do you have a time frame in my mind?

WHO ARE YOU?

I work with a local real estate buyer and we are looking to buy more properties in the area. We can buy them in “as is” condition and you don’t need to pay any commissions, closing costs, etc. Do you mind if I ask you a couple of questions?

Follow “YES RESPONSE SCRIPT”

HOW DID YOU GET MY NUMBER?

We have a third-party company that provides us with numbers to the addresses of homes we are interested in buying. We have nothing to sell just looking to purchase a property in the area. Would you consider selling?