

Real Estate Cold Calling

ME: Hello (Name)

Client: Yes, this is him how can I help you?

ME: Yes, my name is (Your Name) and I'm calling in regards to your property at (Property Address).

Client: Okay, what about it?

ME: Great, Hey Reason I'm calling is because I'm a local real estate investor in (Property Location) and I'm looking to buy in the area and I wanted to give you a call and see if you've considered selling and might be open to a cash offer?

1. If No: I can definitely appreciate that, **do you know anybody who is looking to sell?** [END SCRIPT]

2. If they ask what we're offering: Typically, we don't run numbers until we have on interest on your end, but I'd love to ask you a few questions about the property so that we can make a more accurate offer if that's alright?

3. If YES: Great! Do you mind if I ask you a few questions about the property so that I can get a better feel for it?

THEM: Yes.

Me: Great, can you tell me a little bit about the property? (Insert into Podio webform)

1. Are we looking at a situation where you have tenants or is the property vacant?
2. What kind of condition is the property in?

Can you tell me about the interior?

Can you tell me about the exterior?

Have you done any repairs to the property within the last 5 years? (flooring , kitchen, roofing).

What work or repairs would you say the property needs?

Just to let you know we buy properties in cash, as-is, and we pay all the closing costs

with real estate commission.

3. What is the ballpark number you might be looking to get for it? Most sellers have at least an idea of what they might like to get.

We normally close deals within 3 weeks, but what could your timeline look like?

What is a reason you'd consider selling the property

DO you have an email address?

Me: Great, I have all the information I need. I'll go ahead and have my manager run the numbers and he will call you back within 24-48 hours with an offer. I appreciate your time, thank you and have a great day.

END