

FSBO Call Script TEXAS

Date: {{Timestamp}}

Source: {{Source}}

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

Owner(s): {{Owner Name(s)}}

Cell Phone: {{Cell}}

Address: {{Address}}

Other Phone: {{Other Phone}}

So what's your **ASKING PRICE** for the house? {{Asking Price}} (COMPS): {{Comps}}

How many BR/BA? {{Bedrooms}}/{{Baths}} SQ FT {{Sq Ft}} What kind of shape is the property in? {{Condition}}

That's good, we buy houses in any condition. Can I ask **why you're selling**? {{Reason for 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? {{Mortgage?}} (IF NO, GO TO BOX 2.)

(IF YES:) Oh, can I ask how much you owe on it? (COMPLETE **Mortgage Information** BELOW)

1st \$ {{Balance}}

Payment PITI {{PITI}}

Current? {{Current}}

(How late?) {{late}}

2nd \$ {{Balance2}}

Payment PITI {{Payment}}

Current? {{Current2}}

(How late?) {{late2}}

**1. Owe 85-90%+
of House Value**
(% depends on market)

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

{{Sell
balance}}

**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 house from you

with owner financing, 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.

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? {{Least}} Is that the best you can do? {{Best}}

Great, well we work with houses like yours a lot.

Down Pmt:

\$ _____

Monthly:

Term: _____

Now the way it normally works is that we buy the house from you with owner financing, and then we make monthly payments to you. 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 & you can just move on.

Doesn't that sound good/great? {{sound good}}

Doesn't that sound good/great? {{sound good.}}

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

If NO: Okay, sometimes people do need all their cash out right aWe way. 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 off? {{Can wait}}

IF YES: ***What's the best time my boss/partner/I could call you back? (or start **Closing Call**) {{Best time}}

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?** {{Listed}} Is it **Vacant / Rented / You Live In It?** {{Vacant}}

Notes/Follow-up: {{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 god for us too. We're looking forward to talking with you again later today / tomorrow / soon!

--TheWolffCouple.com