



FSBO Opening Call Script

Date _____ **FSBO Opening Call** Source _____ DOM _____

Hi, I'm calling about **buying** your house, is it still for sale? _____ Great, I'm _____, and what's your name?

Owner(s) _____ Do you have a **minute** to talk? _____

[Phone _____ Address _____

So I see your **Asking Price** is _____ (*Zestimate/COMPS* _____ / _____)

What kind of shape is the house in, does it need **repairs**? _____

So **when** would the house be available, do you know **where** you're moving? _____

Okay great, we're definitely interested in **buying your house**. Just so you know a little bit about us...
(Say your "Home Investor Bio" here).

So **we buy and sell houses** all around the (*their city*) area. Now when we buy an **ugly house**, a distressed house that needs a lot of work, we usually **pay cash**, and pay cash for the repairs.

Now with a **nicer house** like yours, in good condition (maybe it just needs a little cosmetic work), the way we work it, is we buy it on Monthly Payments. So we'd buy (or lease) the house now, agree to top price, with **no hassles** or inspections. Then we close **whenever you want**, **doesn't that sound good, (name)?** YES NO Maybe

If **NO**: Okay, some people do need their cash out **right away**. We usually buy from sellers who want to **make more money** from the sale, since there's **no commissions** and we pay **all the closing costs**. Could you maybe give us just a year or two to pay you off? YES NO Maybe

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

IF **YES or Maybe**: Okay great. You know, a lot of times it does **work out best** by doing something with **payments**. So do you own the house **free and clear**, or do you have a **mortgage** on it?
 F&C Mortgage (IF **Mortgage**): And approximately how much is owed on that?

1st \$ _____	Payment PITI _____	Current? YES NO (How late?) _____
2nd \$ _____	Payment PITI _____	Current? YES NO (How late?) _____

(If Owe 85-90%+ L.T.V., GO to "Subject to" Closing Call – others proceed here)

So you were **asking** \$ _____, do you possibly have any **wiggle room** on that price? _____

IF **YES**: How much do you think, what would be **the best you could do**? _____

IF **NO**: That's fine, like we say in our Social Media, when we can work it out, we pay full price.

Just a couple last things now, is the house LISTED? YES NO Is it Vacant / Rented / You Live In It?

What's the best time I/my boss/my partner could call you back? (**OR start matching Closing Call**) _____

Okay, great, it's been a pleasure talking with you. I really think this'll work out good/great for you, and good for us too. We look forward to talking with you again soon!

Notes _____

BR/BA:
SF:
Year Built