

Off-Market Property Owners Opening Call Script

Hi, my name is _____. We sent you something in the mail within the last few days, (and reached out to you a couple different ways). Now today my assistant brought me your information to follow up with.

I see here you own the house at (street Address) in (city). Well we buy and sell houses all around the (city) area, in any kind of shape. We close fast, and we make everything quick and easy.

Again my name is _____, and my company is (your company name). **(Write and use your Hi Bio, 2-5 lines about your business)**

So I'd like to make you a serious offer on the house there on (street name), all I need is a time I could swing by and look at the inside. Are you taking care of the property yourself, or do you have a manager or someone helping you? _____

You know, sometimes if you're not really set up to handle a property like this it can be a big hassle, and costly too. _____

OPTIONAL:

My info here shows the house is (vacant / rented / available), though that might not be current. What is the situation with the house right now? _____

This is what we do, so we could get everything wrapped up and get you a big check very quickly. All you do is let us see the house, and then okay our great offer.

So when's the soonest you think I could get a quick look at the house? _____ I'd like to meet you at that time, but all I really need is a way to get inside and glance around.

Could I see it tomorrow, maybe in the afternoon / evening? _____

And can I just get your correct email, then I'll drop you a follow-up note confirming our appointment for _____. Thanks for that, and you'll have my email address there in the confirmation.

Okay great. I've got the street address of course, I look forward to (meeting you and) seeing the house then. I'll have an offer for you usually within a few minutes of seeing the house, at most within a few hours. Have you thought about how much you might want for the house? _____

Great, well it's been a pleasure speaking with you, and I look forward to talking again soon. Bye for now.