

**“Subject To” Closing Call (Getting the Deed)**

1. **(Have name)** Hi, my name is \_\_\_\_\_, I'm calling about the house for sale, is this \_\_\_\_\_?

1. **(Do not have name)** Hi, my name is \_\_\_\_\_, I'm calling about the house for sale, are you the one to talk with?

Great, and again my name is \_\_\_\_\_, and what was your name? \_\_\_\_\_

2. Is the house still for sale? \_\_\_\_\_ **(if speaking with FSBO Caller)** I think you may have talked earlier with my assistant/partner.

3. Great, I got most of the information I need from \_\_\_\_\_ **(probably Zillow)**. Now before we come see the house I just have a couple more quick questions, do you have a minute to talk right now?

**Question #4 is the first rapport-building question, with the goal to “make friends.” It’s easy and logical to ask about the house, hoping that leads into “friendlier” areas, unless you have a better opening on another topic. See “Questions for Building Rapport”.**

4. So what kind of shape is the house in? \_\_\_\_\_ **OR**

4. So what can you tell me about the house? \_\_\_\_\_ **OR**

**4. (Other, more friendly rapport-building questions)**

**If they ask “Are you a realtor?”**

*That’s the great news, I’m not a realtor, I’m interested in buying the house. You don’t have the house listed with a realtor, do you, where you have to pay out 6% commission? With us there’s no commissions, and we usually even cover all the closing costs, which can be thousands of dollars.*

*Okay great, now just so you know a little bit about us...*

**Say your prepared “Home Investor Bio” – 1-5 lines, depending on the seller’s interest.**

*Great, we’re definitely interested in buying your house, and we want to make it go as quick and easy as possible. As I said, we buy and sell houses all around the area here. When it’s an ugly house, when it needs a lot of work, we usually pay all cash for the house, and for the repairs.*

*With a nicer (higher quality) house like yours, the way we usually buy it is by taking over the monthly payments. It’s a real common way of doing it now, we take over all the payments and maintenance on the house, including the taxes and insurance. Now are the taxes and insurance included in the mortgage payment here? \_\_\_\_\_ Okay, great.*

*Of course we also cover any homeowner’s association dues, **(if unknown)** is there an association in the neighborhood? \_\_\_\_\_ And do you know how much the dues are? \_\_\_\_\_*

cont’d

### “Subject To” Closing Call (Getting the Deed)

Now you have just the (1 / 2) mortgage(s) on the house, is that right? \_\_\_\_ Okay. Maybe you've heard of assumable mortgages? All the VA and the FHA mortgages used to be like that, where you basically just take over the payments. What we do is just like that, only we don't have to do all that assumption paperwork. The loan stays in your name temporarily, but we take care of everything so you can just sell the house and move on with your life. Doesn't that sound good?

**Don't answer this unless they ask:** When will you pay off mortgage? What's your plan?

**Answer:** What we do, is we work with a lot of what's called lease purchase buyers, that's our specialty. For whatever reason they can't qualify right away to get their own mortgage. They might need some time to put together their down payment, they might've just moved to the area and need more time on their job, maybe they're self-employed, maybe they've had a little rough credit. Sometimes we can get them qualified in six months, sometimes 12 months, sometimes it takes longer, but during that time we cover all your payments and maintenance on the house so you can just move on. It's generally our goal to see the buyer get qualified soon, we just really love helping people own their share of the American Dream. I've looked at the information, and I've had a chance to go over the numbers and the comps -- the comparable houses that have sold in the area.

**Ask #1 when seller owes 85% - 90%+ of the ARV. In a hotter market, higher price ranges, or with a less motivated seller be careful about asking #1 if mortgage is below 90% - 95% LTV, Loan-to-Value.**

**Note: For under 80% Loan-to-Value houses in good condition, go to #2 or “Seller Financing Closing Call.”**

#1 Let me ask you, would you sell us the house for what you owe on it? If **“No,”** go to #2.

#2 Let me ask you, if we were to work it out and close whenever you want, what's the least you could take? **(always follow question #2 with question #3)**

#3 Is that the best you can do?

**Go to “Setting the Appointment” NOW if seller doesn't stop you with other questions or objections. If seller has questions, if they need cash, or if their numbers are too high, see Objection Answers. All terms and/or cash to seller must be worked out here.**

**Optional, if you think you need more clarity with the seller:**

The way it'll work then is that we'll take over paying the first mortgage, which we have showing a balance of \$ \_\_\_\_\_ and payments of \$ \_\_\_\_\_, is that right? \_\_\_\_\_

**(If second mortgage)** And we'll take over the paying the 2nd mortgage with a balance of \$ \_\_\_\_\_ and payments of \$ \_\_\_\_\_, is that right too?

Okay great. This is going to work out great for you, good for us, this will work out great.

Go to the “Setting the Appointment”