

Speaking with Motivated Sellers

You: "Hi (Seller Name), this is (Your Name) . I got your voicemail/call (*sent you a postcard/letter*) regarding your house on (Address), am I catching you at a good time?"

They respond and give you the green light...

You: "Great, listen I know you got my postcard, and left me a voicemail, we're a cash buyer, and interested in making you an offer on your property. Do you have some information readily available, or is there someone else I should talk to?"

They will usually tell you they are the owner...

You: "Do you have an idea of what the house might be worth?... Can you give me a ballpark"

If they give you a #, say...

You: "Is that in the condition it's in right now, or is that fixed up?"

If they say it's in the condition it's in now, the follow up should be ...

You: "What would it take to get it fixed up?" or "How much money do you think it will take to get it all fixed up?"

Once they give you an estimate, reply...

You: "Now is that with me doing the work all myself, or is that hiring it out?"

You: "So what, if I hire it out, we are probably looking at more like (now add \$5-\$15k more to the estimate they gave me)

You: "Well look, do you have a price in mind that you'd like to get in selling your house?"

They'll likely say that they would like to get as much as possible, to which I follow up:

You: "Well, that's fair, I can appreciate that. I'm a real estate investor, and what I do is buy houses for cash, I close quickly, sometimes I buy and hold the house, and other times I fix up the house and resell it for a profit. That's how I make my living."

Next go into...

You: "How much do you owe on the house?"

You: "Well (seller name), we generally buy houses in your neighborhood for about (\$x), and we pay cash and we can close in as little as 14 days, would that work for you?"

Depending on what they say, say...

You: "Well is there anyone else that needs to make the decision with you?"

Let them respond...

You: "(Seller name) what I can do, is get (\$x) cash in your hands in the next 14 days or less, or I can pay you more, if you're flexible on when you get the cash. I might be able to get closer to your asking price, if you can be flexible in when you get the cash."

Then seller will likely say, "What did you have in mind for getting me a higher price?"

You: "Well, I can probably get you closer to \$X, if you can carry some of the financing for me, for a period of time, while I work to get the house fixed up. Does that make sense?"

If they accept one of my offers, just say

You: "Do you have an email or fax # where I can send you the paperwork?"