

# Seller Script

Good Morning (afternoon, evening) \_\_\_\_\_ Name Of Your Company \_\_\_\_\_

Source Of Call \_\_\_\_\_

Oh, by the way, my name is (your name) what's yours?

Name \_\_\_\_\_

Address \_\_\_\_\_

Home Phone \_\_\_\_\_ Work Phone \_\_\_\_\_

Cell Phone \_\_\_\_\_ Fax: \_\_\_\_\_

Can you tell me a little bit about your situation, why you're looking to sell?

Reason \_\_\_\_\_

Can you tell me about the property

Type Of House \_\_\_\_\_ # Bedrooms \_\_\_\_\_ Baths \_\_\_\_\_

\_\_\_\_\_

Repairs Needed \_\_\_\_\_

\_\_\_\_\_

What is your loan balance? \_\_\_\_\_ Monthly Payment? \_\_\_\_\_

Are you behind on payments? (yes) (no) \_\_\_\_\_ How Many? \_\_\_\_\_

How much are you asking? \_\_\_\_\_

If you were to get your house appraised, how much do you think it would be worth?

\_\_\_\_\_

How soon would you like to close? \_\_\_\_\_

If I paid you all Cash and could close quickly, what is the least amount that you could accept for your property? \_\_\_\_\_