

Incoming Seller Phone Script

Date of Call: _____

How did you hear about us? _____

First Name: _____ **Last Name:** _____

Home Phone: (_____) _____ **Office\Cell Phone:** (_____) _____

Why are you selling? _____

What do you think your house will appraise at now? \$ _____

How much are you asking for the house? \$ _____

How much do you owe on the house? \$ _____

Would you sell it for what you owe? _____

Would you consider taking payments? _____

If I paid you all cash and closed quickly, what's the least you'd accept? _____

What is the address of the house? _____

City: _____

State: _____

Is the house occupied now? _____

How many bedrooms and bathrooms?

BEDROOMS: _____ **BATHROOMS:** _____

What is the 'SF' of the home? _____

What is the acreage or lot size? _____

Is there a garage, if so what size? _____

When do you want to move or sell? _____

Are your payments current or behind? _____

What is the mo payment amt? _____

Are there any major repairs needed? _____

Are there any minor repairs needed? _____

Is the house listed with a Realtor? _____

What year was the home built? _____

Other Comments _____

Thank you for calling COMPANY NAME HERE. If there is continued interest on our part, I or my supervisor will be calling you back soon.

More info on back? Yes _____ No _____