

FOR RENT BY OWNER CALL SCRIPT (FRBO)

Hi, I'm calling about the rental you have listed online, is it still available? (Yes) Is this the owner? (Yes) Great!
And I'm sorry, what is your name? (Their name)

1. Well (their name), I'm calling because I work with a lot of buyers and investors in the area and I wanted to see if you have any interest in selling the property?

(Yes)

2. Excellent! I would love to view the property, are you currently showing it or do you have a property manager?

(I am showing it)

Great!

3. I would like to stop by and meet with you and view the property. I will be in your neighborhood this afternoon at 4:00 ... or would tomorrow at 1:00 work better for you?

(Tomorrow at 1:00)

4. So I can prepare an accurate net sheet, what do you owe on the property?

(\$100,000)

And do you have a second?

(No)

5. Great! See you tomorrow at 1:00.