

Absentee Owner: Seller Script

Alright, here's a short and simple seller script for contacting an absentee owner with a cash offer:

You: "Hello, my name is [Your Name], and I'm calling about the property at [Property Address]. I understand you're the owner, but you don't currently reside there. Is that correct?"

(If they confirm):

You: "I'm a local investor, and I'm interested in buying properties in this area. I'm looking for a quick cash sale. Are you open to considering a cash offer for the property?"

(If they say "yes" or express interest):

You: "Great. To give you a fair offer, I need a little more information. Is the property currently rented, or is it vacant? And what condition would you say it's in?"

(After getting basic info):

You: "Okay, based on what you've told me, I can offer you [Offer Amount] in cash. We can close quickly, usually within a few weeks, and I'll handle all the paperwork. This would mean a fast and easy sale for you. Does that sound like it could work for you?"

(If they hesitate):

You: "I understand you might need some time to think about it. This offer is valid for [Timeframe]. It's a chance to quickly sell the property without the hassles of traditional listings. What questions do you have?"

(If they say "no"):

You: "Okay, I appreciate your time. If anything changes, please feel free to give me a call. Have a good day."

Key Points to Remember:

- **Acknowledge their absentee status:** Show you've done your research.
- **Highlight the ease of a cash sale:** Emphasize speed and simplicity.
- **Focus on their potential benefit:** A quick, hassle-free transaction.
- **Be prepared to answer questions:** Anticipate their concerns.
- **Maintain a professional and respectful tone.**

Offer Formula for Absentee Owner

$ARV \times 70\% - \text{Repairs} - \text{Wholesale Fee (Profit)} = MAO$

Reminder: With Absentee Owner type properties, you need to make sure that your end buyer gets a report based on rent estimates if you are looking to match the deal with them as a rental with good cash flow. Either get rent rolls (P+L Statement) or a rent estimate from a relevant rent reporting website that will offer a PDF download to send to your buyer when presenting the deal. Along with any rehab estimates from Deal Machine.