

Out of State Owner: Seller Script

Alright, here's a short and simple seller script for contacting an out-of-state 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 and that you reside out of state. Is that correct?"

(If they confirm):

You: "I'm a local investor, and I specialize in buying properties in this area for cash. Since you're out of state, a quick cash sale might be a convenient option. Are you open to considering a cash offer?"

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

You: "Great. To give you a fair offer, could you tell me a little about the property's condition? And do you have any plans for it in the near future?"

(After getting basic info):

You: "Okay, based on what you've told me, I can offer you [Offer Amount] in cash. This would eliminate the need for you to travel for showings or closing and allow for a fast, hassle-free transaction. Does that sound like it could work for you?"

(If they hesitate):

You: "I understand you might need time to think about it. This offer is valid for [Timeframe]. It's a chance to sell quickly without the stress of managing a property from a distance. 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 out-of-state status:** Show you've done your research.
- **Highlight convenience:** Emphasize the ease of a remote, cash transaction.
- **Focus on eliminating travel:** This is a major pain point for out-of-state owners.
- **Address potential condition issues:** Be prepared to discuss repairs.
- **Maintain a professional and respectful tone.**

Offer Formula for Out of State Owners

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

Reminder: The "convenience discount" in the context of out-of-state owners is a strategic reduction in your Maximum Allowable Offer (MAO) designed to compensate the seller for the inherent inconveniences they face due to their geographical distance from the property. It's a way to sweeten the deal and make your cash offer more appealing. Essentially, you're saying, "I understand it's a hassle for you to manage this property from afar, and I'm willing to offer you a discount to make this transaction as smooth and convenient as possible for you, and to prevent you from having to travel in the future." The discount is more about incentivizing them to accept your offer and avoid future hassles.