

## Tax Delinquency: Seller Script

Okay, here's a short and simple seller script for contacting a tax delinquent property owner with a cash offer:

**You:** "Hello, my name is [Your Name], and I'm calling about the property at [Property Address]. I understand there may be some outstanding tax issues. Is that correct?"

**(If they confirm):**

**You:** "I'm a local investor, and I'm interested in buying properties like yours. I can offer you a fast cash sale, which would take care of those back taxes and put money in your pocket. Are you open to a cash offer?"

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

**You:** "Great. To give you a fair offer, I need a little more information about the property. How many bedrooms and bathrooms does it have? And what condition would you say it's in?"

**(After getting basic info):**

**You:** "Okay, based on what you've told me, and considering the back taxes, I can offer you [Offer Amount] in cash. We can close quickly, usually within a few weeks, and I'll handle all the paperwork. Would that work for you?"

**(If they hesitate):**

**You:** "I understand this is a big decision. There's no obligation, but this offer is good for [Timeframe]. It would allow you to avoid any further penalties or potential foreclosure. Is there anything holding you back from moving forward today?"

**(If they say "no"):**

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

**Key Points to Remember:**

- **Be direct and empathetic:** Acknowledge their situation without being judgmental.
- **Highlight the benefits:** Emphasize the speed and convenience of a cash sale.
- **Keep it simple:** Avoid jargon and technical terms.
- **Be prepared to negotiate:** Have some flexibility in your offer.
- **Be respectful:** Even if they're not interested, maintain a professional demeanor.

## Offer Formula for Tax Delinquency Properties

ARV-Repairs-Taxes-Assignment (Profit)= MAO

Reminder: With Tax Delinquency properties make sure that your end buyer gets the tax delinquency amount or debt report from the county. Along with a rehab estimate from Deal Machine.