

## Vacant: Seller Script

Alright, here's a short and simple seller script for contacting a vacant 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 it's currently vacant. Is that correct?"

**(If they confirm):**

**You:** "I'm a local investor, and I specialize in buying properties in this area, especially those that are vacant. I can offer you a fast cash sale. 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? Has it been vacant for long?"

**(After getting basic info):**

**You:** "Okay, based on what you've told me, I can offer you [Offer Amount] in cash. This would allow you to avoid any further costs associated with the vacant property and close quickly, usually within a few weeks. 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 avoid the costs of maintaining a vacant property and sell quickly. What concerns 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 the vacancy:** Show you've done your research.

- **Highlight the cost savings:** Emphasize avoiding maintenance, taxes, and potential vandalism costs.
- **Focus on the speed and ease:** Vacant properties often benefit from a quick sale.
- **Address potential condition issues:** Be prepared to discuss repairs.
- **Maintain a professional and respectful tone.**

## Offer Formula for Vacant Owners

$ARV \times 65\% - \text{Repairs} - \text{Holding Costs} - \text{Assignment Fee (Profit)} = MAO$

Reminder: When dealing with a Vacant property owner the reason why you include holding costs into your max allowable offer is because the property is not currently cash flowing and therefore you will need to consider a debt coverage ratio. As the end-buyer, will not cover these fees but it offers a valid reason for a discount on the deal. The holding costs amount adds another discount for you to make the deal more appealing to your end-buyer.