

Phone Script when Calling about a Home for Rent (trying to turn landlord into a potential seller)

Hello my name is _____. I am calling about the ad about the home for rent. Is it still available?

Can you tell me a little bit about it?

Has anything been recently updated? Does it need work? How much do you estimate (if any work needs to be done?)

Does it have a garage, finished basement, fenced yard?

(give the impression you might be interested in living in the house - only after you meet in person you can discuss further that you might have other plans)

This home sounds like what I am looking for, would you consider selling it? (If they say no, tell him/her you are looking for something to possibly buy and leave him/her your phone number so they can call you if they change their mind)

Do you know how much you want for the home? (If they consider selling it, get a feeling what and how much they are looking for. No negotiations now, though. Later, when you have seen the home and are ready to right up a contract.)

Can I stop by tomorrow and see the home? (Remember that you have to make an appointment in the next 24 hours for better chance of a successful transaction.