

Realtor Qualifying Call

Investor

Hello (Realtor Name), How are you today?

Investor

This is (Your Name), from (Your Company Name). Thank you for speaking with me today to answer my questions.

I want to let you know upfront that I am talking to three realtors in the area to get an idea of who is the best fit for our management style and our goals. Is it ok if I go ahead and start asking you a couple of questions?

Great! My first questions is:

1. What areas do you specialize in?
2. What types of houses do you specialize in?
3. Do you mostly help sellers or buyers?
4. How long have you been in business?
5. How many houses have your bought or sold?
6. Where are the best places for the types of houses I want?
7. What has the market been doing in the last 12 months in this area?
8. How does the market look in the coming 12 months?
9. Can you give me sales comparables on houses you find for me?
10. Have you bought or sold any income properties?

(Realtor Name), thank you very much for your time. I have a couple more realtors to contact. Based on the information you've provided, I will contact you within the next 2 business days if you are the best fit for our company!

Thank you again for your time today. Have a great morning/afternoon/evening.