

Script to Capture Mortgage Info on Property Info Sheet

Seller: That's none of your business

I understand your concern but we buy houses using several methods and all will require that information for us to analyze if your house fits any.

- Sometimes we pay all cash but if you owe more than we can pay obviously that won't work.
- Sometimes we buy with terms or lease purchase and of course that has to be structured around your debt.

What we won't do is pay all cash at full market value so if you tell me now that's the only way you wish to sell then I won't need the information because we're out. But if you're flexible enough to let us offer you one or more options at no cost or risk to you I will need this information.

Should we proceed or not?

Get this info or get off the phone.

Without it the deal is dead.