For Lease by Owner- Appointment Script

Primary Objectives:
1.) Would they consider a longer term lease 2.) Would the sell in the future
3.) Would they consider doing a lease option purchase

Hi, my name is _____ I'm calling about the property for lease on _____ (Street). Is that still available?

IF No:
Ok, thanks for your time. Do you have any others available?

If No: End Conversation

If yes: Proceed to "If yes" response below

IF Yes:
Great, because I am actually working with a client who is interested in renting on a longer term lease of two years or more. Are you open to that? Yes ☐ No ☐ Maybe☐

Ok, that's good to know. Eventually, they would like to purchase a property. Would consider selling the property after the lease term? Yes ☐ No ☐ Maybe ☐

IF Yes or Maybe:
Ok, it sounds like you might be open to leasing it with an option to buy at a later date. If you did that, the deposit is typically non refundable and you can often get higher rental income without the headaches of management and maintenance. Is that something you would consider if the terms were right? Yes ☐ No ☐ Maybe ☐

Proceed to closing statements

IF No To All Questions:
Ok, thanks for your time. Unfortunately, I don't think this is something my client would be interested in. Good Luck!

IF Yes to Any Question:
Ok, this seems like something my client would be interested in. I'd like to set an appointment for them to see it. What time works best for you?
_____(Times). *Set appointment with 48hr rule.*

Ok, I think that time should work. I will share this information with them and make sure they give you a call beforehand to confirm the appointment.