

Buyer Questions

What Did you pay for the house

- As a policy we don't disclose what we pay for the property We could have inherited the property and paid nothing ... and yet the most important thing is that you buy it at a price that works for you.
- Scenario One: They are the only buyer and are making you an offer
- Scenario Two: You have lots of action and don't need this one buyer

I Don't Want To Pay Any More Than \$\$\$ As An Assignment Fee

- I can certainly understand that you want to get the best deal possible...
- And let me ask you a question.. What I inherited the property and paid nothing for it... what difference would it make for you how much I'm making on the property as long as it's a good deal for you?

I Want To Speak Directly With The Owner

- I currently hold an ownership interest in the property per my contract .. And I'm looking to assign this to an investor ..like yourself... and the many others that I come across each month...
- Is there something specific that you're looking to find out about the property?

When Showing The Property

- I'm going to make an appointment for you to see the property... you can ask any questions you'd like to the owner or their representatives about the property .. But I would ask that you do not speak about pricing to anyone but me ..
- In addition, I've told the owner that you are my funding source / partner so that at closing it's congruent with you being on title as the end buyer.

I Want The Tenants Out Before The Property

- This one is more complicated
- Find out why they want the tenants out
- You can try and get the owner to see if they would accommodate
- Most of the time you need to find a price that the buyer would do and deal with the tenants (price fixes all issues)

Buyer Needs An Inspection Period After Seeing The Property

- If the buyer is a “pro” then they would not need an inspection period
- If they need to get their contractor in ...then give them 24-48hours max
- They may be trying to wholesale your deal
- Make them give you a deposit after signing that is non refundable (to you or the title company)

Showing The Property

- Always ask the buyers if they think the price is fair to them ...if not what are they looking to offer on the deal
- Don't waste time showing the property to a buyer that is not going to come with a price that makes the deal happen.
- If they are thinking a much lower price than your purchase then you'd have to go back to the seller for a discount