

The appraiser or Broker will call in. You may answer the phone or may be returning their call. "Thank you for calling _____ (Their First Name). Are you having a good (morning, afternoon, week)? When would you like to get into the property to look around? That is great! As you may know I am the investor who is trying to purchase this home from the folks that are in foreclosure. I am working with the bank on a short sale. They are over leveraged on the property. I am planning to purchase the property, make the necessary repairs and then...turn it into a rental property, sell the home, move into it myself, etc"...For more expensive homes the latter statement is more applicable. This gives the appraiser the feeling you ant more permanence with the property, not just quick cash. " I am going to put a combination lock on the door so that you can get into the home, even if I am unable to be there. It is a...push button, dial, adjustable number...lock, and the combination is _____. Are you familiar with this kind of combo box?" If they respond that it is a drive by appraisal and they do not need to get into the home, then suggest that you will leave the combo box on the door anyway. Explain that there are many repairs that must be made in order for the property to be marketable. This is the lead for the influential part of the conversation. " I have had an estimate done for the work to be done on the property. I would be more than happy to fax it to you so that you can see the repairs that need to be made. What is your fax number? Do you have any idea what the home will appraise for? I ran some "comps," and I believe the property in its current condition to be worth about \$_____. Thank you for your time. If there is anything else I can do to help please let me know. (Give your contact information if you called them) Have a great day."