



FRBO Sample Script

Hi, this is (Name) from (Company). I'm calling about the property for rent— is it still available?

(Yes, it's still available)

Great! Quick question, how long has it been vacant?

(Two or three weeks now)

Oh, Is that starting to cause any challenges for you, or is it just part of the process?

(Well, no, not really)

Got it. Just to confirm, is the property completely vacant right now, or is someone still living in it while you look for a new tenant?

(It's vacant)

I see. If it's still vacant in another month, do you have a plan in place for how you'd handle it?

(I haven't really thought about that)

Do you know how the rental market is performing right now in your area?

(No, not really)

I keep a close eye on the market, and I'm happy to provide you with some insights. Would you like a quick market update for your area to see how it compares to other similar properties?

(Sure!)

Btw I work with a lot of buyers/investors in the area. Have you ever considered selling it?

(No, I'm not looking to sell)

No worries! I totally understand. Some owners prefer to hold on to their properties. If that ever changes, or if you have any questions about the market, feel free to reach out. Regardless, I'd love to see the property tonight around 6 or tomorrow afternoon. What time works best for you?

(Tonight is good)