

## Jamel Gibbs' "How to Talk To REO Agents" Script

### Steps:

- Introduction
- Tell them what you are looking to Do
- Explain how you can help them
- Ask for Information

**Questions for the Realtors:** Once you have contact with a few Realtors you will want to ask them some specific questions to make sure that you are investing in the right areas.

Below are the questions that you will want to ask the Realtors:

1. What areas are hot right now, where is the most activity taking place with investor buyers and conventional buyers?
2. What is the median price range for properties in these areas?
3. What type of properties are selling the fastest in these areas?
4. How long is the average property sitting on the market?
5. What price range are the sold properties selling at if they are rehabbed?
6. Who are buying these properties (investors or conventional buyers)?

Below I have provided scripts and emails that you can use when contacting these REO agents.

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REO Agent Scouting email:

Hello <first name here>,

My name is \_\_\_\_\_ and I'm a real estate investor in the area. The reason I am contacting you is because I am always looking to expand my network and grow my team.

I'm currently in the process of scouting out more areas to buy REO properties and wanted to know if you would be interested in working with me.

If you can send over a list of properties that sold for cash within the past 6-12 months just so that I can get a feel for the price range that I need to stay in as well as the types of houses that are selling quickly in certain areas, this will help me tremendously.

It will also help you when it's time to start searching for REO properties. There will be less legwork for you, and I would be able to make more effective offers which will obviously lead to more profits for the both of us.

I would really appreciate a response.

Thanks!

[Jamel Gibbs](#)