



## PRE-FORECLOSURE APPROACH

Hello. This is [name] with [company]. I'm a local real estate agent and I focus my business around your neighborhood. I frequently have buyers that are interested in this area. I know your house isn't for sale right now, but have you ever thought about selling your house?

*(Listen to response, but DO NOT mention financial distress unless they volunteer that information.)*

Thanks for sharing that with me. I would like to put together some comparable houses from your area that recently sold to help you know what your property is worth. I think you would be surprised at the prices right now. I could also show you how I can help you get top dollar for your house.

Can I stop by tomorrow to drop off some information to you?



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