**NPO- 2nd call with CRA\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Text Color Key

Blue Text= Your Company Representative (This is you speaking)

*Black Italics= Company Representative/ explanations or actions*

Red Text &/or<>= Variable Information

 Hi this is < Your name > with < Your Company Name > Property Management Services is this < Owner name >?

I completed all my research and have all the numbers to go over with you so you can see what the market is showing us as a rental rate on your property, do you have a couple minutes.

I have 2 sets of data I want to go over with you. First in our internal certified data where these are residents of < Your Company >. They have passed our very stringent qualifying process, they have large security deposits and have signed a one-year lease or more so this is certified data.

The second set of data I have is outside data where we know what the rents are but we don’t know how they were qualified so sometimes the prices could show a little higher rate but it still gives us some solid information to go on.

So first let me go over our internal certified data. This includes properties that are close in proximity, square footage, bedrooms, baths and amenities.

Once I did all the adjusts the market has indicated an average rent rate of <Your Amount > with a start rate of < Your Amount > and a low rental rate of < You’re a mount >. The average time to rent a property in this area is < Your Amount >

Now our external rent rate is showing an Average of < Your Amount in Rent Range >.

So after I look at your property I will be able to do a final rental rate by the way what days are best for you for an appointment to view your property and go over our services < AM > or < PM >. (alternate of choice)

What time works best for you < AM > or < PM >. (alternate of choice)

Great I have you confirmed for that time and If anything comes up be sure to contact me as I will be setting that time aside for you.

See you soon!