

BUYER SCRIPT: WINNING THE CONDO PRESENTATION

Use this script when working with buyers who are interested in purchasing a condo.

Opening – Set Context and Build Trust

Agent:

Thanks so much for trusting me to help you with this search — I'm excited to help you find the right condo.

Buying a condo is a little different than buying a single-family home. You're actually purchasing two things at once:

- The interior unit — which determines your price and value, and
- The homeowners association (the HOA) — which determines your financing options and down payment requirements.

Educate – Why the HOA Matters More Now

Agent:

Most buyers only focus on the unit itself, but lately, the HOA has become just as important — especially since California passed SB 326.

That law requires HOAs to perform detailed structural inspections of balconies and exterior elements. It's a great safety measure, but the reports can sometimes show items under repair or scheduled for repair — and that can impact financing.

Agent:

Even if the building looks perfect, lenders have to review the HOA's inspection reports, reserve study, and questionnaire (called Form 1076).

If the HOA notes ongoing repairs, litigation, or deferred maintenance, it can trigger extra documentation — or in some cases, limit which loan programs will work.

Transition – Position FMZ as the Solution

Agent:

That's exactly why I partner with the FMZ Team. They do a full HOA eligibility review upfront, before you fall in love with a property.

They know which buildings already meet Fannie Mae's updated requirements, which ones are flagged for SB 326 repairs, and which ones can still qualify with the right documentation. It saves a lot of time and heartache down the road.



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Process Overview – Calm, Clear, and Actionable

Agent:

Here's how we'll approach this:

1. We'll start with a quick preapproval and strategy call with my lender — they'll help define your comfort zone and identify which condo projects are fully financeable.
2. I'll send you a list of condos in your preferred area and price range.
3. Once you pick a few favorites, our lending team will review each HOA to check financing eligibility — including whether they're currently impacted by SB 326 inspections or repairs.

Benefit Framing

Agent:

This gives you a huge edge. While other buyers are falling out of escrow over surprise HOA issues, you'll already know which buildings are solid, which have pending repairs, and which lenders will approve them.

That preparation can literally be the difference between winning and losing a condo.

Close – Confident, No-Pressure Ask

Agent:

Would you be open to letting my lending partner do that quick review before we start touring? It's no obligation — it just gives us clarity on which buildings are safe to move forward with.

That way, when you find the right one, there's no guesswork — just confidence.

Optional Add-On for Seasoned Buyers

Agent:

Condos are still great opportunities — you just have to go in informed.

The team I rely on stays on top of SB 326 updates and knows how to navigate those lender questionnaires so you don't get blindsided mid-escrow.



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- 1** Arrange group text with Faramarz to start pre-approval process at 415-377-1147
- 2** The FMZ Team completes pre-approval to determine purchase price point
- 3** Consultation with buyer on price and identifying geographic location (ideally city)
- 4** Send buyer condominium buildings that fit price point and location
- 5** Once buyer selects, email fmzteam@fmzloans.com to check eligibility