Prospecting: Just Listed Script

Good (Morning/Afternoon/Evening)! This is (Name) with (Team/Brokerage), we just listed your neighbours house at (Address) for sale and I am wondering if you have any friends or family who might be interested in moving into the area?

Yes: Amazing! Has your friend/family looked at other homes in your neighbourhood? Awesome! Where do they live now? Would they need to sell their home to make this purchase? Whats the best way for me to reach them?

No: Ok, great, thanks for thinking of that! While I have you on the phone, we will have a lot of buyers come through this house, and not choose it for whatever reason, but *obviously love* this neighbourhood. If a buyer was interested in your house, would you consider selling?

 Questions if they say yes or maybe to considering selling...

1.   Have you thought about where you would move next?
2.   Have you thought about when you might be ready to move?
3.   How long have you lived there?
4.   Where were you living before?
5.   Where does the majority of your family live?

Awesome, thank you for sharing that with me! Why don't we do this, let's set up an appointment, and see what you could expect financially if you were to sell your home. Would x or x days work for you this week?

Perfect! So I will see you at (address), X day at X time.