

FOR SALE BY OWNER CALL SCRIPT (FSBO)

Hi, I'm calling about the home for sale ... is it still available? (Yes) Great! Is this the owner? (Yes) And, who am I speaking with? (Their name) Hi (their name), my name is (your name) with (XYZ company) and I have a couple of quick questions about the property.

1. Is the property vacant ... or are you currently living in the home?

(We live here)

Great!

2. How long has it been for sale?

(2 weeks)

Excellent!

3. What is the current list price?

(\$300,000) Repeat the full number slowly.

4. And ... how did you come up with the asking price?

(Zillow)

Oh ... Ok.

5. Can you tell me why you are selling the property?

(Moving to Arizona) Repeat and comment?!

6. Is there a reason why you decided to try and sell it yourself rather than with a professional real estate broker?

(Save commission)

Really? Act surprised!

7. Well ... the reason I ask is because I have helped hundreds of For Sale By Owners net the most money possible for their home and I would like to stop by and meet with you and view the property. I will be in your neighborhood this afternoon at 4:00 ... or would tomorrow at 1:00 work better for you?

(Tomorrow at 1:00)

8. Great! So I can prepare an accurate net sheet, what do you owe on the property?

(\$100,000)

And do you have a second?

(No)

9. Excellent! And will all parties on title be there tomorrow at 1:00?

(Yes)

10. Great! I look forward to meeting you and viewing the property tomorrow at 1:00.

