

SHOULD I WAIT TO SELL CALL SCRIPT

(Should I wait to sell?)

Great question (their name), let me ask you this, if it was the perfect situation when would you like to have your current home sold and when would you like to be in your new home?

(As soon as possible)

Great! (Their name), so we have 2 things to consider:

1. We can't sell your home if you are not on the market.
2. And, if we wait, so will the competition and when this all blows over there will be a flood of homes hitting the market driving prices down.

(Their name), you do want to net the most money possible for your home correct?

(Yes)

Excellent! If you are comfortable meeting in person I will be in your neighborhood this afternoon at 4:00 ... or would tomorrow at 1:00 work better for you? If not, I can send you a Zoom link or we can Facetime if you prefer to meet virtually. Which would you prefer?