Hi, I’m looking for the owner of the home for sale.

This is (name) with (company).

As an area specialist, my goal is to know about all the homes for sale in the marketplace for the buyers I’m working with. Do you mind if I ask you a few questions about your property?

(Excellent!)

I know the ad in the paper said it had (#) bedrooms and (#) baths, are the rooms a good size?

How is the kitchen?

Have the bathrooms been remodeled?

Would you tell me about the yard?

Tell me about your neighborhood: Has it been a nice place for you and your family?

Is there anything else that’s important to know?

Sounds like you have a great home, why are you selling? (Great!)

Where are you moving? (Terrific.)

How did you decide on that area? (Fantastic.)

How much is the new house you’re buying? (Good for you.)

You know, with as many homes as are on the market right now, what are you doing differently to market yours? What else?

So, do you have to sell this home in order to close on the new one? (Great.)

If you don’t mind me asking, How did you determine your sales price? (Got it.)

OK, so I have to ask, if there was an advantage to using me as an agent to market your home, and it got you a higher sales price, would you consider it?

I know you chose to sell your home FSBO for a reason, I respect that. It also sounds like you’ve got a lot going on and a lot you’re trying to accomplish, and I think I could help. How about we get together for 20 minutes or so, we can talk more about your goals, and whether or not I could help you achieve them. I have some time on *\_\_\_\_\_\_\_\_* or *\_\_\_\_\_\_\_\_\_*, which would be better for you?

I look forward to meeting with you on (*\_*), thanks again and have a great day!