



STEVEN ROSADO

POWERED BY



THE DEVOE GROUP-WHO YOU WORK WITH MATTERS

FSBO Script

Hi, can i speak with _____

Hi _____, my name is _____ with _____. I'm calling you today about the home you have FOR SALE BY OWNER. Is that home still on the market? "YES". Ok great. Well it looks like a great property, have you received any offers yet? "Below our price". Really!? Ok, can i ask you. Are you currently co-perating with brokers?

"Do you have a buyer?" Mr. _____, at any point in time, my team is working with over 400 buyers looking for a great property. We sell so many homes, that we naturally have an over-flow.

Can i make a recommendation? "Sure". I'll generally preview properties prior to putting them in front of our "A" tier buyers. Is there a day and time in which we can meet this week... so..... you can... show ME some of the features and benefits they should know about? Highlights that we otherwise wouldn't see in photos. Make sense?

...

1. When do you plan on moving? () Terrific!
2. How long have you lived at this address? () Great!
3. Where did you move from? () Good for you!
4. How did you happen to pick this area? () Excellent!
5. If you were to move ... where would you go next? ()
That's exciting!
6. Which would be better for you to meet? ... Monday or Tuesday at 4pm?