

10 Days to a Listing Script

Have a handout with you to establish trust.

Bring a postcard if you have mailed to them.

Knock on door in neighborhood takeover area.

Hi, I am [Your Name, Realtor, and Company]

We're in the neighborhood today doing free market price updates on the homes in the neighborhood. Have you had a recent price evaluation?

Great, I'd be happy to get you one.

How long have you been in the neighborhood?

What made you pick this area?

If you were to move, where would you go next?

And when would that be?

Make appt to see the home and/or bring back the CMA.

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