

FSBO SCRIPT

1. Hello, I am calling about the house that is for sale, my name is (state your name). I was hoping to find out a little more about the property and a possible close date, ...by the way I am in real estate.

If I could ask, would you say the property would be able to be closed in 30 days or so....and I was wondering if there was any work to do ...or if the house was ready to go....

2. Could you tell me if there are any recent improvements, like roof, kitchen, baths?

3. Do you have a seller disclosure online?

4. Hmm....sounds interesting. My goal, like that of many agents, is to see homes in the geographical area that I sell in... would today at about 11 am work for you? Or perhaps tomorrow at 10 am or 2pm?

5. Excellent, may I send you an email confirmation so that you have a record of our appointment?

Great I will see you at (time) and (date) to view the property.