

Hello, is this _____. Hey _____ I'm a local Real Estate agent in the area. I hope you are having a great day!

"NAME" the reason for the call is because we **just** listed (OR SOLD) a home in your area on (address) (or neighborhood). We listed it for _____ and are just reaching out to all of the neighbors to see who YOU know that might be interested in buying or selling at this time?

If YES (They know someone looking)

That is fantastic. Thank you so much for thinking about that for me!

- Do you know any specifics on what they have been looking for?

I'd love to be able to reach out to them directly to give them specifics on this home or to assist them further in their home search, what is a good contact number for them?

(We don't feel comfortable giving that info at this time) No worries...I get you don't know me but what I can tell you is that we are a top team in the area so they would be in good hands!

If NO: (They do not know someone looking)

No one right now, great! Thanks for taking the time to think about that for a minute for me. I'm just kind of curious... how long have you lived in your home? (wow...great) Any thoughts of taking advantage of our sellers market?

IF YES they are considering selling:

- If you were to sell the home, where are you planning on moving to?
- Ideally, how soon would you like to be moved?
- Are there any circumstances where you might make a move sooner than planned, let's say if we had a buyer that needed a home like yours within 45 days?
- What do you think the current value range of your home is?
- If you don't mind me asking, how much did you purchase the home when you bought it?

WOW...that's great! You have really built up some equity (only say if they have)

Well with that being said, may I make a suggestion? It sounds like you are pretty interested in knowing your homes current value and you are motivated to get your home sold if the (pricing, timing etc is right) So how about we do this, and we really wouldn't mind, it would only take about 15 minutes of your time. What I could do is send the owner and listing agent of our company by to visit and she'll show you exactly what needs to be done to get your home sold for top dollar. At least this way, you'll have all of the information you need to make a good decision on what to do next.

Does that sound fair?

Typically, what time of day works best for you? Afternoon or Evening?

If NO, they are not considering selling:

No worries.... As a property owner here I am sure you'd like to be kept informed as to the value of your investment, correct? What's the best email address for me to send monthly market updates to, like some of your neighbors are receiving?

Perfect. We will get that report setup for you which will also contain our contact information as well. If you have any real estate needs in the interim please never hesitate to reach out. Have a great rest of your day!