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**FSBO Script (For Sale By Owner)**

Hi I'm calling about your house for sale. Is it still available?

This is (your name) with eXp Realty, what's your name?

I'm calling because I work with a lot of buyers and sellers in your area and wanted to find out what I could do to help you.

- Answer: Bring me a buyer.
- Reply: Excellent, that is what I do for a living! If I brought you a buyer, are willing to pay a buyer's commission?

How much longer are you going to try to sell this property on your own, before you decide to explore other options?

When you sell this house, where are you going next?

How soon do you want to be there?

So why did you decide to make the move?

Now **(prospect name)** , on a scale of 1-10 how would you rate your motivation to sell the house at this time?

How are you marketing the home to potential buyers?

Why did you decide to market the house yourself instead of hiring a professional agent?

How did you determine the price you are asking?

And do you have any flexibility on the price or are you firm?

**(Prospect Name)**, If I could get your home sold at top-dollar in a time frame you were comfortable with, is that something you would be excited about?

And if I could help you make it happen, that would be OK with you, right?

Then when would be the best time we could get together and discuss how we can make that happen? Would Wednesday at 4:15 or Thursday at 4:15 be better?

Provided by the Mike Ferry Organization within REDX CRM

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