Hi, I'm calling about the home for sale … is this the owner? The reason for my call is two-fold…one to see if you are co-oping with Real Estate agents that bring you buyers…are you? And, two because we know… that studies tell us… if you are not successful as a FSBO then you’ll be hiring an agent…So my question is…what are your plans if you can’t get it sold on your own? How long do you plan on trying it on your own?… Great! And, when the home does sell …

1. Where are you moving to?
2. How soon would you like to be there? What takes you there?
3. What methods are you using for marketing your home?
4. How did you determine your sales price?
5. Are you prepared to adjust your price down when working with a buyer?
6. Why did you decide to sell yourself … rather than list with a real estate agent?
7. If you were to list … which agent would you list with?
8. How did you happen to pick that agent?
9. If you were to list … what would you expect the agent to do … to … sell your home?
10. How much time will you take … before you will consider … interviewing the right agent for the job of selling your home?
11. What has to happen … before you will consider … hiring an agent?
12. Are you familiar with the techniques we use to sell homes?

13. What would be the best time to show you ... Monday or Tuesday at 4:00?

**When speaking with FSBO's always remember that the value is not just in finding a buyer but in getting the sale to the closing table, something that you do everyday and they do not.**

Please make sure to abide by all state, local, Do Not Call and Telephone Consumer Protection Act laws.