In-Person Script

Seller	You're a real estate agent? We just listed our home for sale.
Agent	Tell me about your property! I might have a buyer.
Seller	We've listed it ourselves for \$350,000. It's in Willow Glen, three bedrooms, three baths, and we've done a lot of remodeling in the past five years.
Agent	And how has it been going, listing it yourself?
Seller	Honestly, it's more work than we expected.
Agent	Oh? Tell me more about that
Seller	You know, fielding calls, setting up appointments, dealing with buyers who aren't really serious. We haven't had much luck with offers.
Agent	What made you want to list it yourself?
Seller	Well, it's a hot market, a great property, and we were hoping to save on the commission. Why not?
Agent	Let me ask you this. If saving money is your main motivation for selling-by-owner, what if we could work out a deal where you're netting the same as if you didn't have to pay commission? Would you be interested in someone taking all of that work off your hands?
Seller	Well, if the numbers worked out, we would certainly be interested.
Agent	Great! Can I come by tomorrow at 10 a.m. to see the place and talk numbers?
Seller	That works for me!

By keeping the conversation casual and asking questions, you build rapport and feel like a friend and ally. This sets you up to offer to solve their problems and get your foot in the door.

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