



JUST SOLD SCRIPT

Hi, I'm looking for _____. Hi, _____ this is (name), Real Estate Business Owner here in South Florida. I'm calling to give you some good news! <<ok>> You are getting a new neighbor here in _____ (development). <<oh?>> Yes! The property at _____ (address) just SOLD! <oh> Were you aware of that <<yes/no>> Terrific!

Would you like to know what it sold for? <<yes>> It sold for \$ _____ - very close to/over list price! <<great>> Yes! So we know when one home sells, usually two or three others sell right away because there were buyers that looked at this property that didn't get it. So I'm wondering, WHO you may know that may be looking to sell? (no-one) ok!

I appreciate you taking the time to think about it... and I know I've caught you off guard. Sometimes after I share this information, folks do think of someone looking to sell. Why don't I send you the virtual tour (photos) on this property so if you do think of someone, selling or buying in the neighborhood, you could forward it on... PLUS ... it will give you a chance to see this property and how it compares to yours.... I could send it by email... so what's the best email address for you? <<email address>>

So, tell me, who keeps you posted on what's happening with the equity in YOUR property? <<no one>> Wow! My team does this for many of your neighbors and we will do the same for you so you remain in-the-know. I will include my contact information in the email I'm sending you... and I will check back to be sure you received it. It's coming from (your email address). <<ok>> Great! Talk with you soon!