

ZILLOW MAKE ME MOVES DIALOGUE FOR DOOR KNOCKING

Hi ... I'm _____ with _____ and I'm calling (stopping by) today because I noticed that you had your home listed as Make Me Move on Zillow. Because I work with so many buyers from Zillow ... I was wondering ... If I could set a time to look through your home to see what buyers I have that would be interested. (Or could I take a minute now?)

1. How long have you had it on Zillow? (Terrific)
2. What made you decide to put it on there? (Excellent)
3. When you ... sell your home ...
4. How soon would you like to be there? (Great)
5. How did you determine the price of your home?
6. Have you had any offers on your home yet? (Really)
7. It's interesting your home has not sold. I (my team) have already sold - ___ this year and averaging ___ % over list price.
8. If you are serious about being ___ within the next ___ months then let me show you briefly what I do to get home sold in this area.
9. Let's meet for 10-15 minutes so that I can take a look at the house and we can figure out exactly what it will take for it to sell.
10. What would be better for you _____ or _____?