**Follow Up Script**

**Warm Follow Up**

**This is ×× with eXp Realty.**

**I know that your whole goal is to xxxx, I want to make sure that’s still the case?**

**I know that there are some factors going into your decision making process.**

**What concerns do you have about xxxxx?**

**If I could show you a way to (motivation) (Remove problem) Than that would obviously make sense, right?**

**Great! Before you make any decisions lets get together tomorrow, we will go over (xyz) and if we can make it make sense then we can make some decisions from there.**

**Does 6 work or would seven be better for you?**

**Cold Follow Up**

**Hi Seller, Buyer - This is xxx with eXp Realty.**

**We had spoke back in xxxx about (motivation)**

**I told you I would keep you updated with: some properties that I thought would be a great fit: Have you been getting my updates?**

**We have a lot more homes that aren’t even on the market as well, which ones did you like best?**

**Have you decided that you definitely want to buy if the circumstances are right? Yes: Great!**

**What are your specific concerns do you have about buying now?**

**Ill put together a list of off market properties that I feel we could get for a great price and be a great a fit for what you are looking for, and we can go over them when we meet tomorrow at 6, or would 7 be better?**

**Buyer Urgency**

**We are seeing a lot more people showing up at open houses and a lot more homes getting multiple offers.**

**Do you know what that means?**

**It means peoples demand is going back up which means prices are getting ready to go back up.**

**What would it look like if - rates didn’t go down, demand went up and you still had to compete with your offer to buy.**

**Would you be willing to pay more for a lesser home than you could get now?**

**Seller Urgency**

**Right now, everyone is waiting until spring. Do you know what means for you?**

**It means more competition in the spring and due to the rising interest rates, it could mean a lot less buyers.**

**Do you know what the combination of those two things could do to the value of your home?**