



Door Knocking Scripts

Open House Script

From Kevin Ward @ [YesMasters](#)

Hello! I am Brian Adams, a Realtor with StarPointe Realty. I have an open house this Sunday from 2 to 4 for the Riddle family at Address. I wanted to invite you, as well as see if you know of anyone else who might be interested in purchasing a home?'

Out of curiosity, are you considering a move?

[SELLER] Would you like a home valuation?

[BUYER] Would you like a list of properties from the MLS that meet the criteria you are looking for?

What is the best name and email I can send that to?

Market Survey Script

From Brian Adams @ [Hooquest](#)

Hello, my name is Brian Adams. I'm a local Realtor with StarPointe Realty and was surveying White Rock Estates residents for an article I am writing about the best features in the neighborhood. Would you mind sharing your favorite and least favorite things about living here?

[OPEN ENDED QUESTIONS, e.g. How long have you lived in the neighborhood?]

I also have a neighborhood market update if interested.

[HAND MARKET UPDATE]

If you like, I can also provide you a home valuation of your home?

What is the best name and email I can send that to?



Market Update Script

From Ricky Carruth @ [Zero to Diamond](#)

Hello! My name is Brian Adams. I'm a real estate agent with StarPointe Realty. I am sharing market updates with White Rock Estates

[HAND MARKET UPDATE].

We're offering free home price analyses, including a review of your tax assessment to see if there is an opportunity to challenge it. Would you or anyone you know be interested in a free analysis?

What is the best name and email I can send that to?

Just Sold Script

From Mike Sherrard @ [Agent Wolf Pack](#)

Hey, my name is Brian Adams with StarPointe Realty. Don't worry, I'm only going to take a couple seconds here. But If you didn't notice, the property down the street just sold for \$XXX over asking price within Y hours. A number of people in the area have been asking me how that might impact the value of their house. I just wanted to see if this is something you were curious about and how it might impact the value of your property.

Sure, I'm interested

[BEGIN GETTING THEIR INFORMATION FOR A CMA AND BEGINNING ROUTINE DISCOVERY QUESTIONS]

OR:

No, I'm not interested.

Hey, no worries, I get it, now might not be the right time, a lot of people have a lot going on right now. But I did just want to let you know that a number of people in the area are using my monthly marketing report which you can opt out of in one click. A lot of people find it extremely valuable because it gives you all the information about the sale price of properties, new listings, the just solds, and what isn't selling, what is selling, and it will just allow you to keep your finger on the pulse of what is going on in your neighborhood. I'd love to know if you'd be okay with me just signing you up on that. Again you can opt out, but the feedback on it has been great.