

Just browsing	Thank you so much for the response. Looking at homes is a nation pastime. Is finding a new home something you're hoping to in the near future or or next year? OR Thanks for letting me know. When you say just browsing, are you looking for fun, or are you thinking about making a move sometime soon?			
Looking to Rent	I see. Unfortunately we don't have rentals available. Have you explored seeing if you might qualify for a loan that might be similar in payment as a rental? With the low rates out there, sometimes mortgage payments are less than what you pay rent.			
How much am I qualified for	Ok Got it, I have an amazing lender that can help us with that. When is a good time for them to reach out?			
No longer looking to buy a house	Thank you so much for the response. We just wanted to make sure we weren't dropping the ball on our end. Did you end up finding that dream home or have you put the house hunt on hold?			
Not right now/On hold	Thank you so much for letting me know (LEADS NAME), I will update the notes on our side. When you say you're (ON HOLD/NOT LOOKING ANYMORE/NOT RIGHT NOW), Are you thinking of starting again in the Spring or maybe later this year? I want to make sure we're not dropping the ball on our end.			
Spring/Summer time	Awesome! We are excited to help you find your next home. I'm curious, what are your must-haves in your new house? Awesome! (SPRING/SUMMER) is a good time to look at houses with the inventory going up. I'm curious, what are your must-haves in your new house? Great! We all know that 2022 just started but time flies so fast. We are excited to help you find your next home. I'm curious, what are your must-haves in your new house? Great! We all know that 2022 just started but time flies so fast. In a perfect world, when would you like to be in your new home?			
We already purchased a home	BOISE ONLY Congratulations! Most of our clients love using our Home Equity tool to monitor their new investment. If you'd like to check it out, you can find it at https://www.corehomesearch.com/home-valuation . DENVER ONLY Congratulations! Most of our clients love using our Home Equity tool to monitor their new investment. If you'd like to check it out, you can find it at https://www.coregroupdenver.net/home-valuation .			
What do you guys do?	Core Group is a top-producing real estate team at eXp realty specializing in helping our clients buy and sell homes with as little stress as possible. How can we be of service to you?			
The prices are too high right now	The good news is the market is changing with more inventory and we are seeing more reductions in price. We'll keep you posted on the market along the way and if you have any questions, we are here for you. Have a good day! We are finding that many sellers are willing to buy down the interest rates for our buyers. If that could be negotiated for you, would that be helpful?			
Friend Passed Away and Providing More than One Option for a Strategy Call	I am so sorry to hear about your friend. What I think would be beneficial is for us to set up a Strategy Call with one of our Buyer's Specialists to help you with your home search. I know you mentioned you have no cell phone service for calls so I will make sure our Specialist know to email you a Zoom link to make this happen. How does tomorrow at 12pm sound or would this weekend work better?	Added this for an example if someone states they lost a loved one		
Just getting a sense of what's out there	That's great! When you say "getting a sense for the market", are you looking for fun are are thinking of making a move in the near future?			
Seller text response: I'm not interested in selling	Our text reply: Thanks for letting us know. If you ever need us or an update on yours homes equity, don't hesitate to reach out. Have a great week!			
Ylopo LSA Spanish Text Reply	Hola, (leads name if applicable). Intenté comunicarme, pero recibí su buzón de voz. Si prefiere, tenemos agentes que hablan español disponibles para ayudarlo en el proceso de compra o su vivienda de casa. Déjeme saber. ¡Estamos a la orden! Hola, (leads name if applicable) Mi colega de trabajo intento comunicarse con usted, y me comentó que prefiere hablar con alguien que habla español. Estamos disponibles para ayudarlo en el proceso de compra o su vivienda de casa. Déjeme saber. ¡Estamos a la orden!	This one is for when we think (spanish voicemail or can't understand) they may prefer to talk to someone who speaks Spanish. Intended to use to get engagement vs having Rosario call everyone. use this text when JD calls, verifies it's a Spanish Speaking Lead, and they ask for someone that speaks Spanish		
Other Responses:				
I'm a Realtor	Thanks for letting me know. I'm Alex the team website assistant. I will update the notes on our side. If you're ever looking for new opportunities, we can schedule some time to meet with our team leads.			
Has Agent	Thank you for letting me know. Have you signed anything with that agent requiring you to work exclusively with them?			

Spanish Scripts for Rosario	Buen(a/o)s (días/tardes), (leads name). Mi nombre es Rosario y trabajo para Core Group Denver. Usted hablo con mi colega y me comentó que esta interesad(a/o) en comprar una case en (Place). Estamos a la orden y me gustaría poder ayudarle. Hablé me cuando pueda. ¡Que tenga buen día!	If a lead spoke to one of our team members.		
	Buenas tardes (evening or afternoon) or dias (morning) %contact_first_name%. Mi nombre es %agent_first_name% y trabajo para Core Group Boise or Denver %contact_state%. Usted hablo con mi colega y me comentó que esta interesad A/O (a if female - o if male) en comprar una casa. Mi colega, Maria esta a la orden para ayudarle y en un momento le va hablar. ¡Que tenga buen día! :blush:	Introducing a lead to our Spanish Speaking agent		
	Gracias por dejarme saber. Le deseo mucha suerte. Tiene un agente que le esta ayudando?	thank you for letting me know. do you have an agent that is helping you?		
Who is this?	This is Alex. I'm an assistant here at Core Group Realty eXp. You'd visited one of our home search sites and we were just reaching out to see if you were just looking for fun, or thinking about making a move sometime in the near future.			
	This is Alex. I'm an assistant here at Core Group Realty eXp. Your name came across my desk and I was just wondering if you ever ended up buying a home? Or are you still looking?			
Provided Cities	Awesome! Those are great areas! Do you have a minute for a quick call so I can get more details about what you're looking for in your new home? I will be calling you from (your FUB number).			
Looking for Wholesale	Thanks for the reply (Lead name). When you say wholesale, are you referring to REO/Foreclosures, Auction properties, or something different? Also what areas are you open to?			
zBuyer / Cash Offer Script	<p>Hi, is this the property owner at (Street Name)? Great this is _____ is this (Name)? Nice to meet you (name), I was giving you a quick call, because I saw you had an inquiry online about seeing what your property value would be on the market and potentially getting a cash offer. Now I'm just curious, have you already sold the property, or were you still interested in a potential offer?</p> <p>If they ask you have an offer (That's a great question, let me tell you why I'm calling. My Agent (Agent Name) asked me to reach out to see how we might be able to help each other get the most value for your home, so let me ask you... Discovery Question</p> <p>Ok great, and (Name) I know you were looking around at cash offers vs market value. let me ask are you in a situation that would require you to sell fast or are you more interested in seeing the maximum value of your property?</p> <p>Well, the good news is, you couldn't have picked a better time to look into property value... Especially since homes are moving in less than a week with multiple above market offers! Now (Name), I work with (Agent Name) and he/she specializes in maximizing property values, let me ask you, if you were able to get an above market offer on your home, would you actually consider selling?</p> <p>and I have to ask.....This is such a beautiful property, what got you interested in seeing your property value in the first place? Did you have any plans for if the property sold?</p> <p>-----Discovery Questions-----</p> <p>So (Name), If we could show you a way to (insert motivation and pain) as well as maximize the value of your home with potentially multiple above market offers, that would at least be worth a conversation right?.</p> <p>Great, so what I'm going to do is just have (Agent Name) stop out, take a look at the property with you, that way He/she can show you his/her marketing plan to get maximum exposure on your property so that you get the best offer possible, and ultimately show you what you would walk away with if it sold, I know he/she will be in your neighborhood later today unless tomorrow would work better? Great, are you typically better in the morning or afternoon? - This can change based on how your conversation is going or how the agent's calendar looks.</p>			