



**MATT WEAVER TEAM**  
**CROSSCOUNTRY MORTGAGE™**

## **SELLER SCRIPT – CONDO LISTING APPOINTMENT**

**AGENT:**

Mr. and Mrs. Seller, when selling a condo, we're selling two things: the interior space and the association. The interior space creates the value and appraised value. The association determines if a buyer can get a mortgage. Before we list, we'll review your association's financials to avoid surprises and ensure we attract the right buyers.