Expired Listing Scripts

Expired Listing Scripts: **For When They Answer**

SCRIPT 1: "Hi, I'm looking for _____. This is John Smith with ABC Realty, and I'm calling because, as I'm sure you've figured out, your home has come up as an expired listing. So I'm calling to see when you plan on hiring the right agent to sell your home?"

SCRIPT 2: "Hi, I'm John Smith with ABC Realty, and I'm calling about the house that was listed in the multiple listing service that expired, and I wanted to interview for the job of getting your home back on the market and sold. I'd like to show you the techniques I use to get my listings sold."

SCRIPT 3: "Hi this is John Smith with ABC Realty, and I noticed that your listing on 123 Pepperwood Court is no longer active. I wanted to see if you are going to take this opportunity to interview a different agent. If so, I'd love to share my marketing methods for getting homes sold quickly."

Expired Listing Scripts: **For Leaving Voice Messages**

SCRIPT 1: "I'm calling about your home for sale. My number is 555-123-4567."

SCRIPT 2: "Hi this is John Smith and I'm calling about the house you had listed in the multiple listing service, and I'd like to talk to you about the house. Would you please call me back as soon as possible? Call me at 555-123-4567."

SCRIPT 3: " Hello this John Smith with ABC Realty and I'm calling about your listing that is no longer on the market. If you are interested in taking this opportunity to interview a different agent, call me at 555-123-4567."

Overcoming Objections: **"We're Not Putting it Back on the Market"**

LINE of QUESTIONING:

1. "Really? Well if it sold, where were you moving to?"
2. "How soon do you want to be there?"
3. "What do you think stopped it from selling?"
4. "If I were to present you with a strong offer to purchase your home, would you be still be willing to at least take a look at it?"
5. "Well that's exactly what I would like to talk to you about. What would be the best time for me to quickly drop by, 4:00 today or tomorrow?"