



## Expired Script

[Ring – Ring]

“Hello?”

“Hi this is [YOUR NAME] with [YOUR BROKERAGE], we work with a lot of buyers in your area. I was surprised to see your home pop up on my list of yet to be sold homes as an expired listing. Are you still interested in selling your home?”

[If **YES**]

“Excellent, I’m going to be in your area today at 3pm or would 6pm be better for you?”

“6pm.”

“Perfect. I will see you today at 6pm. Oh, by the way Mr. Seller, when we get this home sold for you, where will you be going next?”

[Any of the following:]

“Out of state/Down the street/Across town/Building new construction/etc.

“Wow, (fill in the blank from above) that’s exciting. Ideally how soon do you need to be there?”

[Any of the following:]

“Should have been there already/in the next few months/Sometime this year/Last week.”

[Whatever they say:]

“Ouch! You should have been there already!”

[Now you have their motivation.]

“Mr. Seller, before I stop by today, I am going to drop off a package of information for you. This info is everything you need to know to get your home sold. Please review this information before I arrive so that when I am there we can focus in on what’s most important to you.”

“See you then!”

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[IF **NO**, then go to, “do you still want to sell?”]

“No, we decided to...”

[Any of the following:]

“Rent it/Keep it/Burn it down/Take a break/Wait for the market to improve/etc.”

“I appreciate the fact that you are considering fill in **answer** from above] and you know what, Mr. Seller? That might be the best thing for you. You are smart to be considering all of your options, however, let me ask you a real quick question.

“If there were a buyer who wanted to purchase your home at YOUR price, close around YOUR schedule and this buyer had NO home sale contingencies, no financing issues, no appraisal issues, no closing or escrow issues, in other words Mr. Seller, this is the buyer you have been HOPING for. You would at least CONSIDER selling the house to them, wouldn't you?”

[They may ask the following:]

“Do you have a buyer for my home?”

[Your response:]

“Mr. Seller I believe that I may very well. However, I'll need to see the home to be sure.”

“Listen, I am going to be in the neighborhood today at 3pm or would 5:30 be better? We will sit down for 15 to 20 minutes and I will work with you to create a game plan to get the property sold.”

[The seller chooses the time.]

“What happens next, Mr. Seller, is that I will deliver a package of information. It is absolutely critical that you open and review that information prior to my arrival so when I am there we can focus in on what is most important to you.”

“Perfect, Mr. Seller, I will see you on [DAY/ TIME] By the way, Mr. Seller, if this buyer were to buy your home, where would you go next?”

***Secret: Listen to their answer. Learn their motivation.***

***Secret: Do they need you to represent them as their buyer's agent?***

**[Usual responses:]**

"We are moving Out of state/Down the street/Across town/Building new construction/etc."

[Or they may not want to disclose their future plans and respond by saying:]

"I would rather not say/We can talk about that later/We aren't sure/We were moving to X and now we aren't sure/etc."

"Okay, Mr. Seller, I understand [INSERT WHAT THEY JUST TOLD YOU HERE] however, just so that I am clear, if this buyer were to buy your home and want to move in during the next 60 to 90 days, would that present an issue for you?"

***Secret: Again, the goal is to see how motivated they are.***

"No, that would be okay. Do you have a buyer?"

"I very well might Mr. Seller. I need to see the home first. Listen, I am going to be in the area today at 3pm or would 5:30 be better? I will stop over. While there, we will sit down for 15 to 20 minutes and I will help you to create a game plan to get the home sold.

"What happens next, Mr. Seller, is that I will deliver a package of information. Its critical that you open and review that information prior to my arrival so when I am there we can focus in on what is most important to you.

"I look forward to seeing you soon!"

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Refer to the document 'Expired Objection Handling' next!