



Expired Script

Hello, is «Owner First Name» «Owner Last Name» available?

Hi, «Owner First Name», I am calling to see if your home is still for sale? (yes/no),

Great, my name is «Agent Name» with Sohi Realty Professionals. We are a metro-Detroit real estate company. The reason I am calling is that your home is no longer listed in the MLS that the MLS is showing your home is OFF the market and the listing has actually expired now

1. So what do you think stopped your house from selling? () Really!
2. If the home had sold, where were you planning to go next? () That's Exciting!
3. How soon did you want /need to be there? () Wow!
4. I was wondering...when you are going to be interviewing agents again for the job of getting it SOLD... () Excellent!/Really!
5. How did you actually chose the last agent you worked with? () That makes sense
6. What did you feel your agent did right? () That makes sense
7. Did you feel your agent didn't fully execute on something that kept your home from getting sold? () Oooh!
8. _____ if you could get your house sold, for top dollar...in the next 30 days AND get _____(their motivation)...that is something you would be excited about...yes? (Yes.) Perfect!
9. I would love to make that happen for you. Sohi Realty has a dedication to client satisfaction Would you be interested in meeting up with a representative from Sohi Realty? The agent would be able to _____(brand)
10. Great! When would be the best time for us to get together and take a look at how we can make that happen... (Lock in day, and time).
11. Thank you so much _____