



EXPIRED SCRIPT

Hi, 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),

- *Yes...*
 - Great, my name is «Agent Name» with Sohi Realty Professionals. The reason I am calling is that your home is no longer listed in the MLS and is off market and came up as expired in the computer
 - When are you planning to hire the right agent for the job of selling your home?
 - Why do you think stopped your home from selling?
 - How did you happen to pick the last agent?
 - What could have been done differently to get your home sold when you wanted?
 - What would you expect from the next agent?
 - Have you already chosen the next agent?
 - I would like to apply for the job of selling your job.
 - I have other appointments in your area both _____ and _____. Will you be available for me to show you how I can help you accomplish your goals of selling your home in the time frame you need? (to discuss the techniques I will use to sell your home)
 - Thank you, I am looking forward to meeting with you on _____ at _____.
- *No...*
 - Great, my name is «Agent Name» with Sohi Realty, and I asked if the home was for sale because it shows as an expired listing on the MLS. But it sounds like you sold it; Congratulations!
 - Are you staying in the area? *(If in the area, great buyer lead!)*