



Scripts for Expired Listings

“Hello! This is _____ with Sellstate Realty. I have noticed your home is off the market, have you re-listed your home?”

= IF YES = “Thank you for your time, have a great day!”

= IF NO = “Do you know why your home didn’t sell?”

– *LISTEN TO ANSWER*

“I’d like to show you how I can sell your home. Let’s make an appointment today so I can go over the details that will work for you.”

Hi, Mr. / Mrs. _____, this is _____ with Sellstate Realty. Is it true your home is no longer on the market for sale?

= IF YES = “I’m not sure why your home is no longer on the market, but I’d like the opportunity to show you how I can sell your home. Is it better if I stop by around ____ o’clock or after ____ this evening?”

= IF NO = “So you have re-listed you home? The MLS is showing that your listing has expired.” *Wait for response – listen to answer.*

- If they are unaware that their listing has expired, make an appointment to list their home today!
- If they have re-listed their home, thank them for their time and wish them a good day.