**Expired Listing - Appointment Script**

**Primary Objectives:**

1. Are they still interested in selling 2.) What’s the lowest price they will accept

Hello \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (Name)? *(Make sure you are talking with the seller)*

\_\_\_\_\_\_\_\_\_\_\_\_\_, (Seller’s Name) my name is \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ with Endeavor Real Estate The reason I am calling today is that I noticed your house on \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (Street) was once for sale and I was curious to know if you would still consider selling it if you got the right price?

**Negative Response:**

Ok, the reason I asked is because I am working with a legitimate cash buyer who was interested in possibly purchasing your home if it were still available. Let me ask you if I was to bring you an all-cash offer that you were happy with and could close in as quickly as 14 days would you consider selling at that point?

If No: I understand, do you have any idea when you might be ready to sell again? *(If it is within the next year, say)* Well please think of me first when that time comes. We might still be interested in purchasing at that time. I will check in with you when that time grows closer. Is that ok? Great, thanks for your time and we’ll be in touch. (*If it is longer than a year say:)* Ok thanks for time.

If yes or maybe: Proceed to positive response

**Positive Response:**

Great, because I am actually working with a buyer who is interested in purchasing in you’re area. I see that it was listed for $\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (listing price) Are you firm on that price or is there some room for negotiation? (Wait for response) Ok, so if I brought you a strong offer that could close in 30 days or less, what would be your absolute bottom line price?

Ok, I’ll let my client know that.. Obviously you had it listed so I’m assuming you wouldn’t have any problem paying the commission again. Right?

If they don’t want to pay: Ok, I understand you probably want to keep as much money in your pocket as possible. Let’s do this; I will schedule an appointment for my buyer to take a look at the property. If it is something he likes then we can figure out the terms at that point so it is beneficial to everyone. Does that work? *(Wait for response and go to appointment close)*

If yes or maybe: (*Go to appointment close)*

**Appointment Close:**

Ok, great. I would like to set up an appointment for my buyer to take a look at the property and talk with you in more detail about it. This particular client is serious and can close quickly if they like the property so it would be ideal if you could be there when so you can address any questions directly. Ok

My client can meet you at the property this week at either \_\_\_\_\_\_\_\_\_\_\_\_\_\_ or \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_, which time works better for you?