

EXPIRED

- “What Do You Mean My Listing Has Expired?”
 - The MLS shows your home is no longer available for sale!
 - Do you have a copy of your listing agreement?
 - When was the last time you heard from your agent?
- “My Realtor Told Me It Was The Wrong Time Of Year.”
 - It’s been my experience that homes sell in all four quarters.
 - Did your agent show you the quarterly trend for your neighborhood?
 - Would you see value in that kind of information.
 - Comprehensive Questions Advanced Dialogue
 - **Accountability Relates Questions**
 - How long has your home been for sale?
 - Have you received any offers?
 - How many times has the home been shown?
 - What feedback are you getting from potential buyers?
 - Have any similar homes sold while yours has been on the market?
 - **Exposure Related Questions**
 - How are you marketing the home?
 - What’s the responses?
 - Have any Realtors shown the home? (If so, what was their feedback?)
 - **Price Related Questions**
 - How did you arrive at your list price?
 - Did you consider the pricing benchmarks and trends that exist in the area?
 - Are you aware of what’s sold and expired within the last year in this area?
 - Are you aware of the supply and demand in the neighborhood? Specifically, the number
 - of months of inventory available for a home like yours?
 - Did you consider the consequences of pricing high before you chose your price?
 - Do you think this kind of information would be of value?

- **Opportunity Related Questions**

- *What are you going to do after you sell the home?*
- *Have you prepared a Seller's Disclosure?*
- *Are you willing to pay me if I bring you a buyer?*