



EXPIRED QUESTIONS DIALOGUE

1. Did you ever see how your hours looked in the MLS?
2. Would you still like to get your house sold?
3. While for sale, did you receive any offers?
4. Do you have any ideas why your house didn't sell?
5. Do you know if your house was listed on the Internet?
6. Had your house sold, where had you planned to move?
7. What was your time frame?
8. So you have not relisted at this time?
9. How did you select your last agent?
10. What marketing did he/she do that you liked?
11. What marketing wasn't done that you feel should have been done?
12. Why do you feel your house didn't sell?
13. How long was your property on the market?
14. I have some ideas why your property didn't sell. Would you like me to show you what these ideas are?
15. When would be best to meet with you?

QUESTIONS TO ASK WHEN PREVIEWING AN EXPIRED OWNERS HOUSE

1. How long was your house on the market?
2. What was the asking price when you first listed it?
3. What did your previous agent do to market and sell your house?
4. Did he/she hold any open houses?
5. Did he/she do a mail-out or newsletter to buyers he/she works with?
6. How did he/she advertise?
7. Was your house on the Internet?
8. Did your previous agent make any recommendations to you along the way?
9. Why do you think your house didn't sell?
10. What else do you think your previous agent should have done?
11. How many buyers saw your house?
12. Did you get any written offers?

***REMINDER:**

WHEN PREVIEWING AN EXPIRED LISTING, TAKE ALONG A COPY OF THE EXPIRED MLS PRINTOUT. BE SURE TO REWRITE THE REMARKS IN RED AND CIRCLE ANY "LEFT-OUT" OR INCORRECT INFORMATION.