



Hi I am looking for the owner of \_\_\_\_\_

My name is \_\_\_\_\_ and I am a local real estate agent.

My system shows me your property went off the market \_\_\_\_\_ (time frame) and I am trying to find out if it is still available or if it was actually sold.

Is it off the market because you don't want to sell anymore or because someone told you it can't be sold? (I understand)

If you were absolutely sure that it would sell within 30-60 days, would that pose an issue for you? (Excellent)

**Close** - I specialize in repositioning properties that didn't sell and I want to... get together... for 15 minutes consolation to learn more on why YOU feel it didn't sell and share what needs to be done now so it will. I have an opening \_\_\_\_\_ at \_\_\_\_ or would \_\_\_\_\_ be better for you?

**Not ready? Ask more questions:**

Do you still NEED to sell your home?

May I ask where you are moving to?

How soon do you need to be there?

When your property was on the market did you receive any offers?

If I could sell your property in the next 30 days and get you to your next goal, would that be a good thing or a bad thing?

**Close** - So why don't we do this. Let's set up a time this week. I'll take a look and discuss why it didn't sell. I'll also show you exactly what I'm going to do for you in order to sell it, and at the end of our meeting you decide if you should hire me or not. At least you'll have all the information you need to make sure that you do what is best for yourself. After all that's what you want, isn't it? Great!  
So are you available tomorrow at 4 or would 6 be better for you?

**Other questions**

Why did you first put your home on the market?

Why do YOU think it didn't sell?

How did you go about choosing the last agent?

What did the agent do that you liked the best?

What do you feel that they should have done differently?

**Close again**