

## **Most Common Responses/Objections from Expireds**

We're going to re-list with the same agent.

Where were you when my house was on the market?

Why are all of you calling NOW?

We're not going to list it but if you have a buyer you can bring them.

You all sound the same. What will you do differently?

Our plans changed and we no longer have to move.

We decided to lease it out.

We are holding off for a few months.

We don't know what we're going to do yet – perhaps rent or sell, we don't know.

We're going to wait after the holidays.

We think the market is not good right now and there aren't a lot of buyers.

We decided we're going to stay and remodel the house.

We refinanced/got a loan modification.

We didn't get our price so we'll just keep it. We're not going to give the house away.

We'll put it back on the market in # months, so call back then.

We'll try again next year.

The agent we had was terrible and incompetent.

We still want to sell, how much commission do you charge?

Where is your office? Have you sold in this area?

Why do you think my home didn't sell?

It actually just closed.

## **Most Common Responses/Objections from For Sale By Owners (FSBOs)**

I'm not going to list it.

I'm not looking for an agent.

I've sold a home before – 2 years ago.....20 years ago.

If I did use an agent, I have a friend/family member that's an agent.

I'm not going to pay a full commission.

You guys make too much money and that's not fair.

I'm not going to list it with an agent but I will pay a buyers agent \_\_\_%.

I'm not looking to work with ANY agent.

You guys all sound the same.

I'm a real estate agent.

I'm a retired real estate agent.

I have friends/family that are brokers and are guiding me.

My broker friend/family said I was capable of doing it FSBO.

I can do the same thing you do.

I've only bought/sold homes by owner.

My family has sold all their homes by owners so they are helping me.

I have my escrow and title company ready. I know who to use.

I want to sell it myself