



Expired Listings Objections:

1. “I am going to stay with the same agent”

- I understand. If you choose to stay with the same agent, what do you expect to be different this time compared to last time?

2. “I am taking the listing off the market for a while”

- If we were able to secure a buyer and sell your home within the next 30 days, would that pose a problem for you?

3. “I am obligated to relist with the same agent because the agent sold me this home”

- That could be a reason for the challenges you've faced. It sounds like you may have listed with a buyer's agent, who might not have the expertise to market and sell homes as effectively as a dedicated listing agent.

4. “I am only interviewing agents who showed my property when it was listed”

- Would you prefer to work with agents who simply show homes, or with an agent like me, who actually sells them?

5. “I will only list with an agent that discounts their commission”

- How did that approach work out for you thus far?

6. “Call me back in three weeks”

- Sure, I can follow up in three weeks, but wouldn't it be more beneficial to get your home under contract by then instead?



7. “I’m tired of listing with agents who lie and don’t follow through on their promises”

- How do you think I feel? I have to work with them every day! However, some of us are very good at what we do. Let me restore your faith in real estate agents.

8. “Why didn’t you show this property when it was listed?”

- To sell a home successfully, you actually need to sell it twice. First, to other agents, and then to my own clients. Honestly, I wasn’t even aware of this property —and that's what matters most. It's one of the key things I do differently, and I’d love the opportunity to explain it in detail. Let’s meet and discuss how I can help you achieve the sale you’re looking for.