

Script 23

Situation

The Buyer sees the market shift and now believes he can make any offer he wants and that the Seller will have to accept it.

Buyer's Objection

There are so many houses on the market. Let's just low ball them and see what the Seller comes back with.

Option A

Script

AGENT: _____, that sounds like it would work, yet let's say you are the seller. How would you react when someone gave you a really low offer on the home you love and have cared for?

BUYER: I'd probably be upset.

AGENT: You're right. They do get upset and they react by wanting to come back full price, or reject the offer all together and they

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have bad feelings towards you as a buyer. Here's an idea. Let's offer them a price that makes them think. A price that makes them think about accepting the offer rather than countering it. If you're the seller, what would you accept?

BUYER: I think I would come down some.

AGENT: Great, let's write an offer that we think they would take and stand firm if necessary. That way you get a fair price and a great interest rate, which is what you want, right?

BUYER: Right.