

Agent Script When Talking to Sellers

Mr./Mrs. _____ I appreciate you taking the time to talk with me today. I have a buyer who wants to make an offer on your property, but I want to preface that offer by sharing something with you.

The offer is lower than what you might have hoped for, and I want to reassure you that my buyer is ethical and honest and is not trying to insult you by making a low offer.

We understand that you are under no obligation to accept this offer, but my client can close fast, and in this market, houses are so plentiful that often times owner occupied homes can sit unsold for months, even a year or longer.

As an agent, I can see that your house has been on the market for _____. Have you had many offers?

If yes: Well that's good to hear, you have been very blessed because that is not typical.

If No: Well then you certainly understand what I'm talking about. It can be very discouraging.

So when I make these offers, I do so with the understanding that some owners would rather sell immediately for a little less, than wait for "who knows how long" to get a higher offer?

So this client of mine has asked me to submit his offer on your property and a few others that fit his criteria. AND -because his offers are all lower than the asking price, he has agreed to close very fast on any of the offers that get accepted.

So if you are open- minded to take a look at this offer, I would like very much to present it to you.

If yes: I can submit the offer to you right now verbally, and also send it over by email.

If No: Well I certainly understand. May I send the offer to you via email? That way you can look at it and if you change your mind a few weeks or months from now, let me know?

Thank them for their time and be very polite.