



*Tim & Julie*  
**HARRIS**<sup>®</sup>  
REAL ESTATE COACHING

## **Listing Objection Handlers**

**Seller:** *No, we have decided not to sell our house.* [Or whatever excuse they offer in an attempt to get off the phone with you]

**Agent:** *I appreciate that you have decided [BLANK]. That sounds like it may be a very smart decision. But let me ask you a really quick question:*

*If there were a buyer who wanted to buy your house at **full list price** – the price you want for the home – this buyer is completely approved for a mortgage with no contingencies, no home inspection or appraisal issues and is willing to close around your schedule, in other words [SELLER'S NAME] this is the buyer you have been **hoping** for. I assume you would at least consider selling the property to this buyer, **wouldn't you?***

**Seller:** *Well, yes. Do you have that buyer?*

**Agent:** *Exactly. Of course you would. I very well might have this buyer, however, I need to see your home first.*

*If this buyer were to buy your home, where would you go next?*

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*Honestly, sometimes the best homes don't sell.*

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### **Doctor Comparison**

**Seller:** *We are handling/working on it already with someone else.*

**Agent:** *I can appreciate that you are working with another person. Let me ask you something.*

*When you have a **SERIOUS** problem with your body do you just go to one doctor? No. You get several opinions, right? You get a second or maybe a third opinion. You might even go to a specialist.*

*Don't you owe it to yourself and our family to get a second opinion?*

*What are your goals in getting your home sold/loan modification?*