

Real Estate Negotiation Scripts

Proven Scripts for Every Situation

1. Making the Initial Offer

"I'm very interested in your property at [address]. Based on my analysis of recent comparable sales in the area, including [specific examples], and considering [specific issues/repairs needed], I'd like to make an offer of \$[amount]. This is a fair price that reflects both the current market conditions and the property's condition."

2. Requesting Seller Concessions

"The inspection revealed several items that need attention, totaling approximately \$[amount] in repairs. Rather than reducing the purchase price, would you consider providing a credit at closing? This would help me address these issues immediately after purchase while keeping your net proceeds the same."

3. Handling Counter Offers

"I appreciate your counter offer. I've carefully considered it, and while I understand your position, I need to stay closer to my original offer because [specific reasons]. However, I'm willing to [specific concession] if you can meet me at \$[amount]. This would be a win-win for both of us."

4. Proposing Creative Financing

"I'd like to propose a creative solution that could benefit both of us. Instead of traditional bank financing, would you consider carrying back \$[amount] of the purchase price at [X]% interest for [Y] years? This would give you a steady income stream while allowing me to move forward with the purchase at your asking price."

5. Competing in Multiple Offers

"I understand you have multiple offers. Here's what makes mine stand out: [specific strengths - cash, quick close, no contingencies, etc.]. I'm also willing to [specific concession] to show how serious I am about this property. I'm ready to close in [timeframe] with no complications."