

Client Objection:

"I am not sure about paying a broker fee."

Response:

"I completely understand your concern. The broker fee covers the time and effort I put into finding the best options for you, arranging viewings, and assisting with paperwork and negotiations to ensure a smooth process. While half or no-fee options can be available, they are generally more common in slower markets. I can definitely check if there are any available options that might suit your needs."