

Objection Handler #17

We Want To List High And Come Down In Price Later.

(Their name), I can appreciate you want to list high, but unfortunately, we know that the most activity we will have on your home is in the first two weeks. So, if we list above market value, we will miss out on the first two weeks of excitement and by week three and four, the only buyers we will be attracting will be bottom feeders, forcing us to do a price reduction. You do want to net the most money possible, correct?

(Yes)

Great! Then let's do the right thing and list at \$