

Objection Handler #27

We Want To Try Selling It Ourselves.

(Their name), I completely understand you would like to try and sell the home on your own. But, your goal is to net \$ ____, correct?

(Yes)

And wouldn't you agree that the more qualified buyers who see your home would cause it to have a higher price?

(Yes)

Well, that is what I deliver. More qualified buyers to see your home so you can net the most money possible.