

INSPECTION OBJECTION TO SELLER CALL SCRIPT

Hi (their name), it's (your name). So, as you know, earlier today, I emailed you over the buyer's inspection objection for your home. The buyers have requested several items be taken care of and at this point, we have a couple of options to discuss before I can draft a formal inspection resolution proposal and submit to the buyer's agent:

1. You can address all of the items and move forward to a successful closing.
2. You can offer a concession in lieu of the items and once accepted you can move forward to a successful closing.
3. You can offer a combination of the two.
4. You can reject the buyer's formal inspection objection, they will terminate, and you will not move forward to a successful closing. You will have to relist and start the process all over again.

Based on all of the options we just reviewed (their name), which one would you like to select and move forward with?

(Number 3)

Great! I will draft the inspection resolution and have it over to you later today for signatures.