

Objection Handler #50

What Is The List Price?

Let me check on that for you as I want to be sure it's not already under contract.

Just in case we get disconnected, what is the best number to call you back on?

(333-333-3333)

Great! And who am I speaking with?

(Their name)

Well (their name), it is not under contract yet and currently listed at \$_____

I would be available to show you the home today at 4:00... or would tomorrow at

1:00 work better for you?