

PRICE ADJUSTMENT SCRIPT

Hi (their name), it's (your name), I wanted to give you a quick update with the results from this past week/weekend (depending on when you listed the property). We had a great launch week/weekend. We had about 22 people tour your home. Unfortunately, at this point, no one has decided to make an offer. Based on all of the feedback, we have a few options:

1. We can do nothing and just wait and see if a buyer is going to show up and make an offer on your home.
2. We can add additional value to your home in the eyes of the buyer. There are a number of things we can do to try and enhance the overall value of your home. For example, remodeling the kitchen, adding additional landscaping in the backyard, etc.
3. We can adjust the price of your home so we are a better value in the eyes of the buyers so they will make an offer on your home.

Which option would you like to move forward with?

(Number 3)

Great! I will draft the amendment for the price adjustment and have over to you later today for signatures.