

Objection Handler #22

We Aren't Quite Ready Yet, We Want To Finish A Couple Of Projects

Around The House Before We Put It On The Market.

(Their name), I completely understand that you feel like you need to complete a few more projects to add more value. My concern is whatever you do, the potential buyers might not like it. So, my suggestions would be to get the property cleaned up, put it on the market, and offer a concession in lieu of any repairs and upgrades you were going to allow the buyers to make their own choices.