

Objection Handler #18

If I List My Next Home With You Will You Cut Your Commission?

(Their name), I am glad you asked, I actually don't cut my commission, but I do offer a variable commission structure. The first is 4.5% when myself or any member of my organization represents the buyer for your home. The second is 5% when I have an outside broker represent the buyer and you purchase your next property through us. The third scenario is the traditional 6% if for some rare reason we don't find the buyer for your home and you move to a location we don't service.