

	“I bet...”	Questions to ask them:
When you are the Seller	They really want it - it's the only one they have found that they like	
	They fear other buyers competing for it	
	They can see the potential (that even you can't!)	
	They are currently facing six months with the in-laws	
	They can easily afford it	
	They have seen similar houses for more	
	They are worried about the market going up	
When you are the Buyer	They need to sell in a hurry because they are struggling to afford the mortgage	
	They are worried about losing a house they want to buy once they've sold this and got the money	
	They know of things that are wrong with it	
	They have lived in it for years and can't believe how much it now is worth now	
	They are moving somewhere cheaper so don't need the full price	
	They have had minimal interest in it so far	
	They have added a bit on to what it's really worth	
	They are getting divorced and can't stand living in it together	
	They are worried about the market crashing	