Objections:

1. Not interested in selling their property.
2. Have plans to sell the property but not too soon (2-3yrs).
3. Already talked to an agent.
4. The property has sentimental value.
5. The seller has no idea where to move in.

Response:

1. Give them the idea or benefit in selling their property like they can move in a larger space if they have extensive family.
2. Ask what was the reason of holding back like their children go to school and ask if where they are planning to move in 2-3 years.
3. Say that you understand that he already talked to an agent and sell/give the Company’s profile just incase they change their mind.
4. Maybe soon they want to sell it if the value of the property goes up.
5. Give options or ask questions like where they are planning to settle or raise their children. If there work is near the place he is living.