

Buyer Negotiation Dialogue

When to use this:

- Responding to the first offer from a buyer
- Extracting a higher price from the buyer

Dialogue:

- “Thanks for that offer, that price level has already been tested and unlikely to get accepted. If it wasn’t accepted, what would your next offer be?” OR
- “Thanks for that offer, if it wasn’t accepted, where would you next go?”

Corresponding video on Real Estate Gym:

<https://realestategym.com.au/membership-dashboard/scripts-dialogues/buyer-negotiation/>