

CLOSING TECHNIQUES

Effective methods for sealing the deal

Agent: Good morning [Client's Name], I'm glad we could meet again after viewing that property on [Property Address]. It really does have everything on your wishlist. How are you feeling about it today?

Client: Good morning, [Your Name]. Yes, the property ticks most of our boxes, and the second viewing was quite helpful. We're interested, but it's a big decision and we don't want to rush into anything.

Agent: Of course, it's a significant step and it's essential to feel confident in your decision. Based on our discussions, this home aligns with your needs and desires for the future. Plus, homes in this neighborhood have historically increased in value, making this a sound investment. If we were to put in an offer today, I could negotiate terms that give you the flexibility you're looking for. How does that sound?

Client: That does sound reassuring. What kind of terms are we talking about?

Agent: I could negotiate a due diligence period that allows you to thoroughly check the property and ensure it's exactly what you want, without any commitment if something doesn't check out. This way, you secure the home at today's price, which is important in this rising market, and you still have the time you need for peace of mind.

Client: That would be great, actually. It gives us some breathing room.

Agent: Absolutely, and if you're ready, I can draft the offer with a clause that the sale is contingent upon a satisfactory home inspection. This ensures that you won't have any surprises down the line. What are your thoughts?

Client: I think that's fair. It protects our interests, doesn't it?

Agent: Exactly, it's all about making sure this is the right fit for you and your family. If you're comfortable, I can prepare the paperwork today, and we can get everything started. Shall we proceed?

Client: Yes, let's go ahead. Thank you for making this process feel so secure.

Agent: It's my pleasure. I'll take care of the details and update you every step of the way.