

Script Ideas FSBO: “Not paying a Buyer’s agent fee”

These are scripts I have done, heard or seen but may not fit my style. Pick what works for your personality and style.

“Most buyers will have representation, especially first-time home buyers. The people that won’t have representation are likely to be investors who don’t pay full price for anything. If you don’t offer a courtesy to broker, you are limiting who might come to purchase your home.”

“How did you determine your price? (You want to know if it is the market, random or need.)”

“How much do you need to walk away with when you sell it.” (You will be surprised that they will tell you this.)

In the end you are left with two choices, get the seller to sign a fee agreement or get the buyer to sign one. Negotiate as well as you can if the buyer is paying so they don’t fee it as much.