

Ohio's #1 Flat Fee REALTOR MLS Listing Service

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- * Thank you for the first 12 GREAT years! Started Flat Fee in June 2001.
- * **Selling:** List your property for **sale** or **Lease** on the REALTOR MLS & Realtor.com
- * We are seasoned experts at selling homes in all market conditions. 25 years Experience + RE Degree
- * Call now for **free unlimited phone consultation with broker 800-579-1979 or 614-432-7325**

Questions To Expect From Buyers

Frequent Questions You Can Expect From Potential Buyers

How long has the house been on the market?

The assumption behind this question is that the longer the house has been on the market, the more ready you will be to deal on the price. Answer truthfully and, if you are in a hurry, indicate that you would settle quickly and would be amenable to offers that accommodate the timeframe.

How did you arrive at your price?

Simply say you've priced according to the comparable sales in your neighborhood and offer to show those to the buyer.

Why are you selling?

This is an attempt to get at how motivated you are to sell. The more motivated you appear to be, the more the buyer thinks you will take a lower price. If you are very motivated to sell quickly, indicate that you would be very interested in reasonable offers, which accommodate your timeframe.

Will you take less?

A very blunt question, which deserves a blunt answer. Respond that you have priced the home according to comparable properties in the area, and that you will consider reasonable offers made in writing by qualified purchasers.