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10 Classic Closings That Work - Buyer's Agent

Top Close - Are you ready? Or What do you think, should we?

1. Hard Close

- a. Let's meet today?
- b. Let's look at the house? Let's look at homes?
- c. Let's go ahead and meet today to get the paperwork out of the way?
- d. Let's do this.
- e. Let's meet today and get the house sold?
- f. Let's go ahead and set an appointment.
- g. Let's run your credit.
- h. Let's go ahead and make it happen

2. The Soft Close

- a. I've enjoyed visiting with you. Would you like to get together and go over some listings?
- b. I love that home. Would you like to see that home and others?
- c. Someone will want to buy your house. Would you like to extend to find that buyer?
- d. Would you like us to take a look? Today
- e. Someone will want to buy this home...Would you like to make an offer?
- f. Would you like to go back to the office and crunch numbers?
- g. Would you like to know the actual value of your home?
- h. Would you like to know how much value on the home?
- i. Would you like to know how much you would walk away with when we sell your home?
- j. Would you like to see a loan estimate on that property?
- k. Would you like to meet with the lender and me?

3. The Direct Close

- a. Can you meet today?



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- b. Can we look at homes?
- c. Can we schedule photos?
- d. Can we make an offer?
- e. Can we meet and go over your down payment options?
- f. Can we meet and go over the CMA?
- g. Can we meet so you can show me your home?
- h. Can we process the start of seeing homes?
- i. Can I call the listing agent to let them know we are making an offer? j.
- Can we list today?
- k. Can we get together and review home options?
- l. Can we meet mornings or afternoons better?

4. The Indirect Close

- a. Would it be okay if I could stop by and view your home?
- b. Would it be ok if we scheduled photos?
- c. Would it be okay to call the listing agent to set up the appointment?
- d. Would it be okay if I started the offer paperwork?
- e. Would it be okay if we met at the office before looking at homes?

5. Trial Close

- a. Have we gone over enough today to meet and start looking at homes?
- b. Have we seen enough homes today for you to make an offer?
- c. Have we seen enough today for us to get together so you can show me your home?
- d. Have you heard enough today to meet and talk about the home selling process?
- e. Is the price acceptable to you?
- f. Have I answered enough of your questions to meet/work/show with me?
- g. Are you confident that our marketing will sell your home?

6. The assumptive close

- a. It sound like we should meet?
- b. Does it sound like you are ready to sell?
- c. Does it sound like you are ready to look at those homes? Or homes
- d. Does it sound like you are prepared to get preapproval?
- e. It sounds like we should look at your home together?
- f. I'm hearing that we should meet because you want to sell your home?
- g. It sounds like we need to meet?
- h. What I'm hearing is you need to see the homes in person?
- i. It sounds like you need to get the house sold?
- j. It sounds like I can help find more?



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7. The Negative-Positive Close

- a. Would you be offended if I asked to write an offer?
- b. Would it be too soon to start looking at some homes together?
- c. Would it be too soon to ask if we can meet?
- d. Would it be too soon to meet with the lender and me today?
- e. Would it be too soon for me to see your house, even though...?
- f. Would it be too soon?
- g. Would it be too soon if I brought the buyer in December?

8. The Take Back Close

- a. I've enjoyed talking with you. To be honest, I'm not sure if we can find what you're looking for in that price range, but I would meet with you and find out.
- b. I've enjoyed visiting with you. To be honest, I'm not sure if but, I would be excited to

9. The Tie-Down Close

- a. Wouldn't it make sense for us to get together and show me your house?
- b. Wouldn't it make sense for us to look at some homes?
- c. Wouldn't it make sense for us to look at that house and others?
- d. Wouldn't it make sense to meet at the office today?

10. The Alternative Close

- a. What day works best for you to look at homes, Wednesday or Thursday? b. What times work best for you to meet to look at your home? I'm available today at 2 PM, or would tomorrow at 4 PM be better?
- c. What day works best for you to see the inside of homes? I'm available Tuesday to Thursday, or would weekend be better?