

Hope to Get vs. Expected Price

When to use this:

- To reveal the how much the owner is *really* prepared to accept for their home
- To reveal how motivated the owner is to sell their home

Scenario:

Vendor's hope-to-get price: \$800K

Market value of property: \$750K

Vendor Script:

"I have a buyer that's ready to go, they can sign a contract in the next 24hrs. Their limit is \$750K. Am I wasting my time bringing them around?"

You will get one of three responses:

1. Yes, you're wasting your time (This reveals that you may have an unmotivated vendor)
2. Will the buyer come up a little? (This is positive. It reveals that the vendors are negotiable).
3. Yes, bring them around (This reveals you have a motivated vendor, and you should not take note of their asking price.

Corresponding video on Real Estate Gym:

<https://realestategym.com.au/membership-dashboard/scripts-dialogues/hope-to-get-vs-expected-price/>