

Talking to the BUYER

Days on the Market:

Chart Purpose

♦ What Does the "Days on Market" Chart Do (scene 25):
You can use this report to help set the expectations of the Buyer as to how negotiable the price is and how quickly the home will sell (if priced right).

Now, I'm going to show you how to use this chart in a hot or slow market.

- 15 - Buyer Script