

## ■ 25 Real Estate Objection Crushers

### Word-for-Word Scripts Top Agents Use Daily

Handle any buyer hesitation with confidence – from price concerns to market fears.

#### ■ Pro Tips:

- Pause after responding – Let your buyer break the silence.
- Preempt objections – Address concerns before they're raised.
- Show, don't tell – Use visuals like charts and maps.

#	Objection	Killer Response + Secret Weapon
1	"Price is too high"	"The \$15K roof replacement is already done - cheaper homes would cost you more later. See this cost comparison?" Secret Weapon: Market data sheet
2	"Waiting for prices to drop"	"Rates may fall in 2025, but prices could jump 10%. You can refinance later but never re-buy at today's price." Secret Weapon: Refi calculator
3	"Found a cheaper house"	"Does that one have [key feature]? 'Cheaper' often means \$20K in hidden repairs." Secret Weapon: Repair cost guide
4	"Kitchen is outdated"	"That's why it's \$30K under comps! Remodel for \$20K and still come out ahead." Secret Weapon: Contractor quotes
5	"Yard too small"	"For busy families, smaller yards mean lower maintenance + more family time!" Secret Weapon: Lifestyle graphic
6	"Too far from work"	"It's 5 mins closer than it looks + saves \$400/mo vs downtown. Let's map it!" Secret Weapon: Commute map
7	"Not ready to buy"	"Pre-approval takes 20 mins - then you'll know exactly what to watch for." Secret Weapon: Lender checklist
8	"Need to sell first"	"Many sellers accept contingencies - or we can explore bridge loans." Secret Weapon: Bridge loan explainer
9	"Offer 20% below"	"Interesting! What's that based on? Comps show [data]. Maybe seller credits instead?" Secret Weapon: Comp analysis
10	"Seller won't budge"	"What about a 2-1 buydown? Sometimes flexibility isn't about price." Secret Weapon: Buydown chart
11	"Waiting for lower rates"	"Prices may rise faster than rates fall. You can always refinance later!" Secret Weapon: Rate history graph
12	"Inspection scared us"	"This 'major issue' is actually a \$500 fix. Want my contractor to explain?" Secret Weapon: Repair estimates
13	"Bedrooms too small"	"The layout makes them feel cozy! An IKEA system could maximize space." Secret Weapon: Storage solutions
14	"No bathtub"	"Most families use tubs 2x/year. This shower adds \$5K value + we can add a tub." Secret Weapon: Remodel ROI
15	"Basement unfinished"	"No hidden mold! Rough-ins are here - finishing adds \$50K value for \$25K cost." Secret Weapon: Equity projection
16	"Schools aren't great"	"The new STEM program isn't reflected yet + there's a 9/10 charter nearby." Secret Weapon: School reports
17	"Parents say wait"	"They bought at 3x income - now it's 5x. Want my lender to explain today's math?" Secret Weapon: Affordability calc
18	"Working with another agent"	"When's your contract up? I've got 'Coming Soon' listings they can't access." Secret Weapon: Off-market list
19	"Why list with you?"	"My listings sell 2.3% over asking vs area's 1.1%. Here's my marketing plan." Secret Weapon: Success stats
20	"No 20% down"	"You only need 3-5% down! My buyers use these down payment programs..." Secret Weapon: DPA programs

#	Objection	Killer Response + Secret Weapon
21	"Bad credit"	"My lender boosts scores 50+ points in 90 days. Free consultation?" Secret Weapon: Credit repair kit
22	"Seller won't fix anything"	"Let's get \$7K off price instead - you choose contractors." Secret Weapon: Vendor list
23	"Worried about resale"	"This area appreciates 6% yearly. Let's run my 5-Year Exit Calculator." Secret Weapon: Appreciation map
24	"Moving too fast"	"You've got 17 days in option period. What's one thing to clarify?" Secret Weapon: Timeline graphic
25	"Can't decide"	"Imagine one year from today: settled in vs still looking. Which feels better?" Secret Weapon: Decision tree