

## What to do when the Seller is playing Hardball

Some sellers will want to play hardball during the negotiation process. Although you may be ready to do the same, there are a few things you should keep in mind. There are a number of moves you can make that will still give you a good chance of getting a great deal. Here are four tips to keep in mind:

1. Play hardball yourself. Remember, the seller is not really in the driver's seat. Sure, they hold the last card but you have the right to walk away at anytime. This is something that will always be in the back of the seller's mind. If you make them think you will leave the negotiating table you will be the one with the upper hand.
2. Give in. There may come a time when you do not really care what the seller is doing. You want the house, and will do whatever it takes to get it. While there is nothing wrong with this, make sure you are still getting a good deal. The last thing you want is to give in and find out in the end that the seller really got the best of you.
3. Ask your agent for help. When buying a home you are not on your own. You can ask your real estate agent to guide you along the way. Does your agent think you should ask for more money off the price? Do they think you should give in and take the deal? It is details like this that they can help you with. Make sure you rely on your agent as much as possible.
4. Compromise. There is nothing wrong with finding some middle ground. In other words, neither the buyer nor the seller has to get exactly what they want. This is what the negotiation process is all about. As long as both parties are satisfied with the end result there is nothing wrong with compromising. In the end, this helps to ensure that both the buyer and the seller get a good deal for themselves. It is common to run into a seller who wants to play hardball. They expect to get full price for their home, and do not want to talk about anything else. Of course, this does not always hold up over the long haul. If you are faced with this sort of seller, use the four tips above to your advantage.

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