

SOLEIMANI DIGEST • CHARLESTON REAL ESTATE INSIGHTS

How to Make a Low Offer Sound Smart

Soleimani Digest • Volume 4

A strategic script for presenting a low offer without sounding lowball.

Words I like:

“You don’t get what you deserve, you get what you negotiate.” — Chester Karrass

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Everyone loves a deal — until you’re the seller getting one.

Funny how fast the tables turn.

A “lowball” isn’t really about price.

It’s about presentation.

When a buyer tosses out a number with no context, it lands like an insult.

When a good agent frames that same offer as a **solution to the seller’s problem**, it suddenly sounds reasonable.

The moment ego enters a deal, logic leaves.

The agent’s job? Keep it about numbers, not nerves.

Explain why the offer makes sense, back it with data, and tell the right story.

That’s how low offers start real conversations instead of getting ghosted.

Want to see how this works in real life?

[Book a quick call](#) — I’ll walk you through how to structure offers that get taken seriously, zero pressure.

~ Dorian

PS – [This is my attitude with all my clients](#)