5 Scripts to Negotiate Your Flat

Exact lines to use at the sales office — no guessing, no awkward silence

Five copy-paste opening lines for the moments that decide whether you save lakhs or leave them on the table — from the "Dealing With The Sales Office" chapters of *Buy Smarter — The First-Time Flat Buyer's Guide to Bengaluru*.

FREE GIFT · 1 OF 1

Negotiation Script Pack

Say these, not "can you reduce the price a little?" Each line is designed to open a real conversation about the total deal, not just the base price.

01 — OPENING THE CONVERSATION

SAY THIS

"I've compared this against other projects in the area, and I'd like to discuss the total deal — not just the base price. Can we go through each line item?"

WHY IT WORKS

It signals you've done homework and reframes the conversation from "discount on price" to "review of every chargeable line" — floor rise, PLC, parking, corpus fund all become negotiable, not just the headline number.

02 — TESTING IF "FIXED" REALLY MEANS FIXED

SAY THIS

"If the base price is fixed, is there flexibility anywhere else in this sheet?"

RED FLAG TO NOTICE

A firm "everything is fixed, nothing is negotiable" — answered before you've even asked a specific question — is worth noting. It usually isn't true.

03 — GETTING THE RERA NUMBER WITHOUT FRICTION

SAY THIS

"Can you share the exact RERA registration number for this project in writing?"

WHY IT WORKS

A legitimate project shares this instantly. Hesitation is itself useful information before you've committed anything.

04 — SLOWING DOWN A "TODAY ONLY" PUSH

SAY THIS

"I make better decisions when I don't feel rushed. I'll come back once I've compared this against two other projects — can I still get this same offer next week?"

RED FLAG

If the "special today-only price" disappears the moment you ask for time, it was never a real limited offer — it was a pressure tactic.

05 — CLOSING ON THE FULL DEAL, NOT JUST PRICE

SAY THIS

"Before we finalise, can you send me the full cost sheet with every charge listed, and confirm the payment schedule in writing?"

WHY IT WORKS

This is your last checkpoint before money changes hands. A written cost sheet is what you compare against the agreement later — verbal promises don't survive to possession day.

THIS IS 5 OF THE FULL NEGOTIATION TOOLKIT

The ebook's **Builder Negotiation Sheet** gives you a line-by-line worksheet (base price, floor-rise, parking, corpus fund, payment schedule) to track what you asked for vs. what you got — plus the full "How To Negotiate Without Guessing" chapter and 13 more worksheets covering budget, location, RERA, documents and inspection. **Full toolkit — ₹999**