

Mortgage Negotiation Games

Negotiation Game #1

Client Type

Cautious investor from Germany — a mortgage is a risk

You live in Germany. You have \$250,000.

You can increase your budget to \$500,000 if the broker convinces you.

You are very cautious. You love numbers. You don't believe pretty promises. You constantly ask questions.

You believe a mortgage is a risk.

Ask:

- Why should I take a mortgage if I can buy cheaper?
- What happens if prices fall?
- What happens if my mortgage isn't approved?
- What happens if the rate goes up?
- Why would a bank even lend money at 4%?

Negotiation Game #2

Client Type

Wealthy entrepreneur. You have \$2 million available. You could easily buy a property outright. You don't really understand...

You're curious whether the broker will offer you 1 option, or 2–3, for mortgage or installment plans.

You think:

“Why take a mortgage? Wouldn't cash be better?”

The broker must convince you that a mortgage grows your capital. Don't agree right away. Argue.

Negotiation Game #3

Client Type

Investor from the USA

Budget: \$150,000.

Right now you only have \$75,000 on hand.

You can provide that amount within 3 months.

You want to buy a ready, simple property.

You're afraid of construction projects.

You say:

"I'd rather start earning rental income right away."

The broker must shift you toward a capital-growth strategy. Ask how that works. And whether you'd even get approved for a mortgage.

Negotiation Game #4

Client Type

You want an installment plan

Your budget is \$600,000. But you're not planning to pay it all in cash at once — you want an installment plan. You know that Dubai's installment plans are quite interesting.

You understand mortgages well and aren't against them. But you didn't know what you could get.

Make the broker explain everything.

Negotiation Game #5

Client Type

Distrustful

Your budget is \$300,000. But you only have \$120,000 in cash. The remaining \$180,000 you can gather in two payments over 4 months.

You don't trust anyone at all.

You're not against taking a mortgage, but you can't trust someone you don't know. What if it's a scam. What if they don't help you afterward.

You believe:

- You might get cheated and something is off.
- What guarantees are there that the company will help you with the mortgage or with legal matters.
- What if the company doesn't even exist anymore by then and no one helps you.

Negotiation Game #6

Client Type

Skeptic

You have \$300,000 on hand.

You don't trust anyone at all.

You believe:

- A mortgage is dangerous;
- Banks always cheat you;
- The rate will eventually rise to 15%;
- Refinancing doesn't actually exist.

Make the broker explain everything.

Negotiation Game #7

Client Type

Complete opponent of mortgages

You live in France.

You have \$500,000.

You have never used credit on principle.

You believe that credit makes a person dependent on the bank.

In the game, you must say:

- I never take loans.
- I don't want to owe anyone anything.
- I'd rather buy a cheaper property.
- I'm not going to pay interest to a bank.
- I feel calmer buying what I can pay for outright.

The broker must change your mind and show you a mortgage as an investment tool.

Negotiation Game #8

Client Type

Young entrepreneur

You live in Germany.

Your total investment budget is about \$250,000.

But right now you only have \$60,000 available.

The rest of the money will become available in 6 months.

You believe you can't buy good real estate yet.

If the broker offers a smart strategy, you're willing to consider buying now.

You know nothing about mortgages.

Negotiation Game #9

Client Type

Wealthy entrepreneur

You live in Canada.

You have capital of over \$1 million.

But right now you're only willing to set aside \$200,000 in cash.

The rest of the money is working in your business.

You don't want to pull it out.

Ask the broker why you should buy such an expensive property.

Negotiation Game #10**Client Type**

Investor

You live in Spain.

Your real estate budget is \$500,000.

Right now you only have \$100,000 on hand.

The rest will come after you sell another property in 12 months.

You think you can't buy anything yet — but you're very interested in the Dubai real estate market.

The broker must show you that waiting isn't necessary.

Negotiation Game #11**Client Type**

Investor

You live in Spain.

Your real estate budget is \$200,000.

Right now you only have \$50,000 on hand.

In one month you'll have another \$50,000. \$100,000 more in 4 months. The remaining \$50,000 in six months!

- You're sure that you won't be approved for a mortgage.
- You think that if foreigners are approved at all, the bank's interest rates will be high!

The broker must explain everything to you in detail and convince you that you will get a mortgage and that the company will take care of everything!

Negotiation Game #12

Client Type

Investor

You live in Bulgaria.

Your real estate budget is \$400,000.

Right now you only have \$120,000 on hand.

In one month you'll have another \$100,000. The remaining \$180,000 in 6–9 months.

- You're sure that you won't be approved for a mortgage.
- You have no official income to prove.
- And on top of that, you're not a Dubai resident.

The broker must convince you that a mortgage is possible and that they will handle everything.

Negotiation Game #13

Client Type

Investor with small payments

You live in Bulgaria.

Your real estate budget is \$250,000.

Right now you only have \$30,000 on hand.

Each month you can send \$20,000. No more than that!

- You don't understand why a mortgage.
- You're not sure it's a good idea to take a more expensive property via mortgage and send \$20,000 every month!
- You don't understand what's in it for you!

The broker must convince you that a mortgage is possible and that they will handle everything.

Negotiation Game #14

Client Type

Investor who loves strategy

You live in the USA.

Your real estate budget is \$1,200,000.

Right now you only have \$700,000 on hand.

You want to invest your money wisely and smartly in UAE real estate.

You love numbers. You love schemes/structures.

You understand mortgages and you like the idea. You just don't understand the terms!

You're curious whether the broker will offer you a strategy — one where you can invest in several different properties, or just one!

Negotiation Game #15

Client Type

Investor — but Europe seems more profitable to you

You live in Spain.

Your real estate budget is \$400,000.

Right now you only have \$140,000 on hand. The rest will come later — you can't say exactly when. It depends on your business!

You're comparing Spain and the UAE. You don't like that there was a war recently.

You don't know anything about mortgages in the UAE! But if they offer you one, you're interested!

Negotiation Game #16

Client Type

Investor — you're not comfortable with the situation in the region

You live in France.

Your real estate budget is \$300,000.

Right now you only have \$200,000 on hand. The rest will come in 2 months! If you wanted to, you could get it now!

You're worried about the war. So you're not sure the UAE is a good place!

When mortgages are mentioned to you, you're afraid of instability!

- What if, because of a crisis, rates start rising — then what?