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盘。 Buyers do not welcome offers made at wide intervals. 买主不欢迎报盘间隔太久。 Now we look forward to replying to our offer in the form of counter-offer. 现在我们希望你们能以还盘的形式对我方报盘予以答复。 Your price is too high to interest buyers in counter-offer. 你的价格太高，买方没有兴趣还盘。 I'll respond to your counter-offer by reducing our price by three dollars. 我同意你们的还价，减价3元。 I appreciate your counter-offer but find it too low. 谢谢您的还价，可我觉得太低了。

Words and Phrases  
firm offer 实盘 official offer 正式报价（报盘）  
to make an offer for 对...报盘（报价） to offer for 对...报价  
wild speculation 漫天要价 the preference of ones offer 优先报盘  
subject to 以...为条件，以...为准 make headway 有进展  
at wide intervals 间隔时间太长 counter-offer 还盘，还价

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