

OFFER STRATEGIES FOR THE WIN

Preparing an Offer that Puts You in the Best Position to be Accepted

Street Address: _____

List Price: \$ _____ Multiple Offers Expected? Yes No



Price

- No Upper Limit _____
- Escalation To Clause* \$ _____
- Above List \$ _____
- At List Price
- Below List Price

*Over highest verifiable offer



Financing

- Cash
- _____% Down
- Conventional 20% Down
- 96.5% Financing FHA
- 100% Financing - USDA / VA
- Seller Concessions



Inspection

- Won't Do An Inspection
- Will Have Inspection, but Take "As Is"
- Inspection but Waive Items Under \$ _____
- Inspection for Main Components Only



Appraisal

- Waive Appraisal
- Will Bring Up To \$ _____
- Must Appraise at List, Will Bring \$ _____
- Must Appraise at List Price
- Must Appraise at Sales Price



Timing

- Close and Rent Back to Seller
- Close Per Seller's Timeline
- Close in 30 Days Or Less
- 45+ Day Close
- Close Contingent on Sale of Your Home



Buyer Agent Compensation

- Buyer Pays All Buyer-Broker Compensation
- Seller Pays \$ _____ Towards Buyer-Broker Compensation And Increases Purchase Price Accordingly
- Buyer Pays \$ _____ Towards Buyer-Broker Compensation With No Increase To Purchase Price
- Seller Pays All Buyer-Broker Compensation

Other

Inclusions/Personal Property: Per List More Than List

Seller Rents Back at: No Cost No Deposit Loan Per Diem

of Days on Market: _____

Buyer-Paid Seller Closing Costs: _____