

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

- ☐ Escalation Clause Limit \$ _____
- ☐ *Escalation Amount \$ _____
- ☐ Above List \$ _____
- ☐ At List Price \$ _____
- ☐ Below List Price \$ _____
- ☐ *Over highest verifiable offer



Financing

- ☐ CASH
- ☐ Conventional 20% Down
- ☐ Conventional _____% Down
- ☐ FHA _____% Financing
- ☐ USDA / VA 100% Financing



Inspection

- ☐ Won't Perform an Inspection
- ☐ Will Have Inspection, But Take "As Is"
- ☐ Inspection But Waive Items Under \$ _____
- ☐ Inspection For Specific Items Only
- ☐ Full Inspection



Appraisal

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



Timing

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



Other

- ☐ Seller Credit/Assist \$ _____ or _____%
- ☐ Seller Paid Commission \$ _____ or _____%
- ☐ Buyer Pays Seller's Transfer Tax
- ☐ Incl. Per Listing _____ Other Than Offered
- ☐ Excl. Per Listing _____ Other Than Offered