

# 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