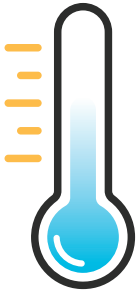


OFFER STRATEGIES FOR THE WIN

PREPARING AN OFFER THAT PUTS YOU IN THE BEST POSITION TO BE ACCEPTED

Street Address _____ List Price \$ _____ Multiple Offers Expected? Yes / No

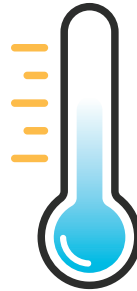
Price



- No Upper Limit \$ _____
- Bump Up Clause* \$ _____ Up
- Above List \$ _____
- At List Price
- Below List Price

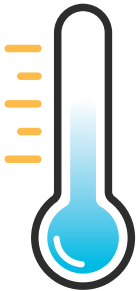
*Over highest verifiable offer

Financing



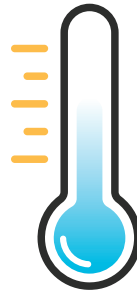
- CASH
- _____ % Down
- Conventional 20% Down
- 96.5% Financing FHA
- 100% Financing - USDA / VA
- Seller Concessions

Inspection



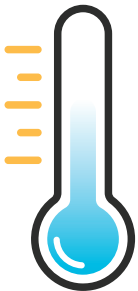
- Won't Do An Inspection
- Will Have Inspection, But Take "As Is"
- Inspection But Waive Items Under \$ _____
- Inspection For Main Components Only
- Full Inspection

Appraisal



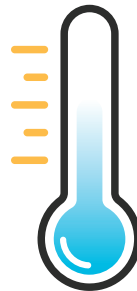
- Waive Appraisal
- _____
- Will Bring Up To \$ _____ Difference
- Must Appraise to List, Will Bring \$ _____
- Must Appraise To List Price
- Must Appraise To Sales Price

Timing



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

Seller Expenses



- Buyer Pays Owners' Title Policy \$ _____
- Buyer Pays HOA Recording \$ _____
- Buyer Pays HOA Transfer \$ _____
- Buyer Pays Owners Extended Coverage \$ _____
- Buyer Pays Closing Service Fee \$ _____
- Seller Pays Expected Closing Costs

Other

- Inclusions: _____ Per List _____ More Than List
- Seller Rents Back at: No Cost _____ No Deposit _____ Loan Per Diem _____
- Exclusions: _____ Per List _____ More Than List
- # of Days: _____



TheGroup

Courtesy of Barbara Imes,
Partner, The Group

