7 Tools to Build a Winning Offer

Write a compelling offer based on market conditions, while considering your needs and comfort level.





Pricing Above asking price Full asking price



Deposit More than 1% deposit* 1% deposit Less than 1% deposit

Closing Costs & Transfer Taxes

Buyer pays Split between buyer/seller Seller pays

* Make all or part non-refundable ** Some sellers may prefer a rent back period



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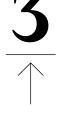
Appraisal

Waiving appraisal Appraisal gap limit Appraisal



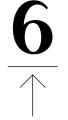
Inspections

Waive inspection AS-IS with inspection Multiple inspections



Financing

No financing Conventional financing FHA or VA financing



Timeline

21 Days or less** 30 Days 45 Days or more

Strong Terms

Represented by experienced local Realtor Pre-approval with reputable local lender Written financing commitment (underwritten)



Weak Terms Seller concessions (closing help) Home sale contingency Pre-approval with big box lender (not underwritten)



Inexperienced or disreputable Realtor

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