

# 7 Tools to Build a Winning Offer

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



## 1

### Pricing

Above asking price  
Full asking price  
Below asking price

## 2

### Appraisal

Waiving appraisal  
Appraisal gap limit  
Appraisal

## 3

### Financing

No financing  
Conventional financing  
FHA or VA financing

## 4

### Deposit

More than 1% deposit\*  
1% deposit  
Less than 1% deposit

## 5

### Inspections

Waive inspection  
AS-IS with inspection  
Multiple inspections

## 6

### Timeline

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

## 7

### 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



### 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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