

Winning Offer Checklist

The terms you are going to consider when writing Your Winning Offer:

- The Price _____

- Earnest money; how much is it, is it attractive to the sellers? _____

- Are you getting a loan or paying cash? _____
- Make sure you have a pre-approval or proof of funds to go with it? _____
- Are you going to need to ask for closing costs? _____
- We always encourage every buyer to have an inspection; do not waive the inspection contingency! However, factor in what repairs are necessary (maybe you can be more lenient on those).

- Ask the seller what they want for a closing date and a possession date; and do they need a seller rent back situation. You might as well know that going in, so you can make your offer more attractive. E.g. Offer Free Rent Back _____

- Expiration date: You want to make sure you give them enough time to consider your offer and be courteous (no less than 24 hours,) but at the same time you don't want to give them so much, that they just wait yours out and get other offers to compete with you.
- Consider a Buyer paid home warranty, for a low cost it can benefit the seller and can be a nice advantage to your offer.
- When you are in a highest and best competitive situation, utilize escalation clause if you must, and when in doubt encourage or ask for at least a counter offer back from the seller, because that's the best position you can get in.

**Writing a winning offer is ultimately getting the opportunity to decide,
"If I sign this we get it."**