



STRATEGIES TO MAKE AN OFFER STRONGER

Below are a few of the ways we are seeing buyers strengthen their offers in order to secure listings in this competitive market. These techniques may be getting deployed by buyers who could be your competition, so we can talk through any that may make sense in your particular situation.

	STRONG	STRONGER	STRONGEST
OFFER PRICE + NET TO SELLER	No request for Seller paid closing costs on behalf of the Purchaser.	Add an escalation clause that escalates in higher increments over bona fide cash offers.	Add an escalation clause, to raise your price in increments over any next best offer.
FINANCING + APPRAISALS	Offer to get pre-qualified with lender of sellers choice (purchaser could still pursue financing with whomever they would like).	Offer to waive a gap of up to \$xx in appraisal between the appraised value and the agreed-upon sales price	Offer to waive any gap in appraisal between the appraised value and the agreed-upon sales price.
INSPECTIONS	Home inspection for information only, no repairs.	Waive home inspection altogether.	Offer to waive any and all inspections.
CLOSING + POSSESSION	Offer a closing date that is flexible based on sellers needs between xx/xx date and xx/xx date, with seller to notify purchaser within xx days of ratification.		Offer a free leaseback to the seller up to xx days.

