



BIDDING WAR *breakup*

Heartbreak after losing out on a house is real, and we feel your pain! This market can sometimes feel like a bad breakup, but we've got the tools to make our rebound even stronger! Below you can find the percentages of tactics other Story House buyers have recently employed to make their offer more competitive.

From our 2022 data on bidding wars, this is what it took to win.

STRENGTH IN FINANCING

- **100%** OF THE WINNING HOME SHOPPERS WERE **PRE-APPROVED**
- **80%** OF WINNING BIDS INCLUDED AN **ESCALATION CLAUSE**

FLEXIBILITY ON INSPECTIONS

- **30%** OF WINNING BIDS **WAIVED HOME INSPECTIONS ALTOGETHER**
- **65%** OF WINNING BIDS **WAIVED HOME INSPECTIONS OR DID AN INSPECTION FOR INFO ONLY**
- **20%** OF WINNING BIDS REMOVED **APPRAISAL GAP**

FLEXIBILITY IN TIMING & SELLER POSSESSION

- **25%** OF WINNING BIDS OFFERED **A RENT-BACK TO THE SELLER**
- **5%** OF WINNING BIDS OFFERED **A FREE RENT-BACK TO THE SELLER**

This was a hard chapter, but your story's not over. Your perfect match is out there, so let's work together to make our next offer even stronger!

