



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. Full priced offer.	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 <u>any</u> next best offer.
FINANCING + APPRAISALS	Offer to get pre-qualified with lender of sellers choice (purchaser can still pursue financing with whomever they would like).	Offer to waive or cover a gap of up to \$xx in appraisal between the appraised value and the agreed-upon sales price	Offer to waive <u>any</u> gap in appraisal between the appraised value and the agreed-upon sales price.
INSPECTIONS	Home inspection for information only pass/fail, but not to request repairs	Waive home inspection altogether.	Offer to waive <u>any</u> and <u>all</u> inspections. (Home inspection, well, septic, wood destroying pests).
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 flexible closing date and a period of time for seller to lease back their own home.	Offer a <u>free</u> leaseback to the seller, up to xx days.

