

10 STRATEGIES FOR A WINNING OFFER IN A SELLER'S MARKET

Crafting a winning offer requires skill and careful consideration. Here are some strategies we can use to help ensure your offer stands out:

1 COMMUNICATE WITH THE LISTING BROKER
Call the listing broker to understand what is important to the seller beyond price.

2 INCLUDE A PRE-APPROVAL LETTER
Ensure your offer is accompanied by a strong pre-approval letter and aim to shorten the approval time frame.

3 OFFER ABOVE LIST PRICE
Consider offering more than the listing price, especially in competitive markets.

4 UTILIZE CLAUSES
In multiple-offer situations, include an appraisal and escalation clause and offer to pay above the appraisal amount if it falls short of the offer price. Limit inspection response to major items only.

5 INCREASE EARNEST MONEY
Offer a larger earnest money deposit, typically 1% of the purchase price.

6 WAIVE INTEREST RATE CAP
Consider waiving the interest rate cap on your financing.

7 AVOID ASKING FOR CLOSING COSTS
Waive the request for closing cost assistance.

8 COVER ADDITIONAL FEES
Offer to pay the entire settlement fee charged by the title company and the entire HOA transfer fee.

9 OFFER POSSESSION FLEXIBILITY
Provide flexibility with possession and offer the seller post-close possession at no cost.

10 WAIVE ADDITIONAL REQUESTS
Waive requests for a home warranty and additional appliances.



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