

# HOW WE: OPTIMIZE THE OFFER PROCESS

Offers are what begin negotiations to transition a buyer into their dream home, and a seller to their future one, which means understanding the steps and process is paramount! Below are key tips in seamlessly traversing the offer world:

## Offers are structured on 6 pillars:

- **Purchase Price** (the amount you are willing to offer for the home)
- **Deposit** (approximately 5-10% of the purchase price, demonstrating commitment to contract)
- **Conditions** (contingencies that must be met before the sale is final, such as financing approval, home inspection, and sale of buyer's existing property)
- **Inclusions and Exclusions** (items included in purchase [such as appliances, light fixtures, etc.] and items excluded)
- **Closing Date** (agreed date of ownership transfer to buyer)
- **Irrevocable Date** (deadline by which the seller must respond to the offer)

## There are 3 offer response types:

- **Acceptance** (offer as is, finalizing the deal)
- **Rejection** (offer is denied, deal is null and void)
- **Countering the Offer** (terms are adjusted, and offer is submitted back to co-operating party)



### Overview

Whether a buyer or a seller, we operate on negotiating the best possible terms for every offer pillar while assisting in preparatory procedures



### Top Tip: Flexibility

Transactions are a fine balance of compromise, which means operating with a flexible nature while making clear your required terms!



### What to Do

We will provide guidance on what the offer entails, what points are of highest relevance, and next steps available for you to put your best foot forward on your buy or sell!

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