

## Offer FAQ's

### **"What do we do when an offer comes in?"**

- ✓ **Jim & Connie** will examine buyer qualifications. Buyer eligibility is just as important as the price and terms of an offer. We want to insure that before we take your home off the market we have some assurance that the buyer can perform
- ✓ **Jim & Connie** will recalculate your costs and net. This way you can see what you will ultimately realize from the sale.
- ✓ **Jim & Connie** will meet with you to present all offers promptly.

### **"What makes a good offer?"**

Obviously, the best offer is one that is offering to pay more than the price offered with no contingencies, from a very "cash buy" buyer. But in the real world a good offer is one from:

- A buyer who will consider options about closing and move-in dates.
- A pre-approved buyer.
- A buyer who doesn't have to sell another home or has no contingencies.
- A buyer's willingness to make a substantial earnest money deposit.

### **"What if the offer is too low?"**

- ✓ You must look at the total offer and not just the price. There are discount points, settlement dates, down payment amounts, contingency clauses, financing provisions, and repair allowances which can make the offer appear much better.

### **"What are contingencies and what if the offer has them?"**

- ✓ Contingencies have "IF's" in the offer like, "This offer is good if we can sell our home first." Or "This offer is good if a home inspection proves to be a good buy."

### **"What if I want my attorney to review the offer?"**

- ✓ That is fine. Let's get him to look at it right away as we have a buyer who is waiting for your response.

### **"What if there are multiple offers?"**

- ✓ This is a great problem to have. You will be presented with each offer in the order they were received. All the offering parties will be notified of a multiple offer situation. We will select one offer to counter and hold the others as backups if negotiations fall through. We will keep all parties informed at all stages of the process.

### **"Are counter offers always made?"**

- ✓ Guard against "negotiating fever," where sellers feel that going back with a counteroffer is part of the game. If you think the price is reasonable go with it before the buyer gets "cold feet".

**Remember that with any offer you have only three options:**

**Accept it – Reject It – Counter It.**



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