

MAKE AN OFFER

EXPECT MORE. EXPERT ADVICE. EXCEPTIONAL SERVICE.

1. PRICE:

Usually #1 factor that sellers consider.

2. DEPOSIT AMOUNT:

How much are you putting in escrow as a promise that you will go to settlement? If you decide to back out for no reason, the seller will keep your deposit. Minimum is \$1,000. Norm is 1% of purchase price. More than that is a sign that you are very serious and a strong buyer.

3. INCLUSIONS / EXCLUSIONS:

What is staying and what is going...washer/dryer, refrigerator, etc. The seller will give you a list of what they want to include. Everything is negotiable.

4. SETTLEMENT DATE:

If you are flexible on the settlement date, we can ask the seller if they have a preference. It could be a valuable consideration for the seller (if they have a house to buy or must move by a certain date), and it will make your offer more appealing.

5. INSPECTIONS:

The three standard inspections are- Home, Termite, Radon. There are numerous additional inspections you may want - Septic, Well, Water Quality, Stucco, Pool, Chimney, Environmental, etc. The buyer pays for all inspections prior to settlement.

6. ADDITIONAL TERMS:

There is additional space in the contract where you can add any other terms to the agreement. Seller's assistance is the most common additional term.

ADDITIONAL RESOURCES

Check out the seller's assistance article on our tip page on [Spotlight-Realestate.com](https://www.spotlight-realestate.com)

