

# Making an Offer

Making an offer on a home is an exciting step - you've found the house you want and you're working towards making it your home.

Make sure you're serious about buying before you make an offer. If the seller accepts your offer, it becomes a legal contract after a few days.

Details and planning are important. Know what you would like to pay but also think about the most you're willing to pay and the total home financing amount that your lender has pre-approved you for. Be specific, and put everything in writing. Always have a pre-approval from a reputable lender when making an offer. If another buyer is making an offer with no approval letter you may increase your chances of getting the chance to compete!

What are the steps in making an offer?

Negotiating is a standard practice in real estate, and something that we do as your real estate agent. We have spent years of training in the field and in the classroom. This highly complex event is often where an inexperienced Realtor or a home buyer fails to come together with the seller.

# Negotiate a Sales Price

When we negotiate a sales price, it's important to determine if you or the seller has the stronger position. Knowing this will help you plan your negotiation.

The seller may have the stronger position if:

- The local real estate market is strong and homes are selling quickly.
- They aren't in a rush to move.
- Similar houses have sold for close to or above their asking price.
- They have a lot of buyers looking at their home.
- They just listed their home.

You may have the stronger position if:

- The local real estate market is weak.
- The seller needs to move quickly.
- The house has been on the market for a long time.

When negotiating, more information is better. We will look for information from the seller or their agent to determine our position and advise you accordingly.

If there's anything in need of repair or replacement, you may include these costs in the negotiation. If you want certain appliances or fixtures to stay, we will need to include them in the negotiation. Remember the MLS is only an offering not a contractual agreement to provides stoves, refrigerators and other offerings.

We will highly recommend that your offer is contingent upon your obtaining financing or the house passing a professional home inspection.

There are several steps to negotiating:

- **Asking price.**  
This is the price the sellers have originally listed. Except in extremely strong real estate markets, most sellers don't expect to get an offer at or above the asking price.
- **Initial purchase offer.**  
This is your first offer. It may include contingencies (such as a requirement that the home pass a professional inspection or that you receive adequate financing from your lender.)
- **Acceptance of offer or counter-offer.**  
The seller can accept your offer or make a counter-offer of a new price or additional contingencies.

If you make an offer too low the seller will become emotion, angry and likely conter offer at full price, or an amount much higher that they would be willing to accept if they feel you are serious.

The process may go back and forth several times before you and the seller reach an offer that is acceptable to you both. Remember, until there is an acceptance the seller can entertain more than one offer.

We will help you understand what should be included in your offer. We have years of practical knowledge we will put forth in your interest. We will discuss;

Window coverings

Refrigerator, stove and other appliances

Swing sets play yards

Types of home inspections how many and how it affects your negotiation power with the seller

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