

## MAKE AN OFFER

How quickly you need to act depends on many variables, some related to your needs and some the market dictates. In a hot market with low inventory and multiple bids, it is important to act wisely and expeditiously. You may have more time to ponder if the market favors buyers or the home has been on the market for a while. With that said, if you know it's THE ONE, it is best not to tempt fate.

We understand that sometimes making the decision to actually make the offer can be challenging. We will ask you the questions, the tough ones too, to help you gain clarity and confidence in your decision, before you act. You might not always like us for asking the hard questions, but you will always be able to TRUST us.

### HOW MUCH TO OFFER:

We will provide you with recent comparables, activity in the area, and our assessment of the value of the home in its present condition. We will advise you on what improvements may need to be made, if any. We will assess - to the best of our ability - the return on investment you may receive on improvements depending on your future plans and desired length of time you plan to stay in your home.

This information coupled with current market conditions (hot or cold) will help you determine the price that you want to offer.



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### Components of an Attractive Offer:

#### Put Your Best Foot Forward

We will work together to discuss your options and create your very best offer.

Depending on the circumstances, you may have only one chance to make a good impression.

#### Offer Competitive Due Diligence & Earnest Money Fees

How much you offer depends on the market and how much interest there is. These are negotiated numbers and at times you may see DD fees going higher than EM fees. We will offer our best council so you feel confident in your decision.

#### Choose Your Lenders Wisely

Your choice of lender will hold weight with sellers and their broker. Local, respected lenders who rely on local appraisers - not appraisal management companies with appraisers outside our area lacking knowledge of our market - go a long way. As importantly, lenders who are known for organization, efficiency, and closing on time can make the difference in your offer being selected over another's.

#### Shorten the Inspection Period

Inspections are a stressful part of the process. Limiting the "waiting" by having a shorter inspection period, is attractive to sellers. Our relationships with our home inspectors and our preferred lenders allows us to act quickly. We can negotiate timelines that appeal to the seller AND protect you.

#### Closing Time Matters

While not always possible, the more flexible you can be, the better. Some sellers, especially those that have already relocated, will wish to close quickly (30 days or less). Others may enjoy extended time depending on their next steps. If you can, accommodating a seller's time frame can put you in first place.