

Negotiating the Offer

Once you have found the home you wish to purchase, you will need to determine what offer you are willing to make for the home. Your Buyer Broker should present you with a CMA (Comparative Market Analysis) before writing an offer. This simple piece of real estate research will help guide you in making an offer that is acceptable to both you and the seller. Remember, Be Realistic. Make offers you want the other party to sign!

It is also important to remember that your offer consists of much more than just a purchase price. There are countless terms associated with the offer that must also be researched and negotiated with the Seller. Common examples include the amount of the earnest money deposit, date of possession and who will pay for repairs. The list goes on indefinitely but don't be alarmed. Your Buyer Broker is a knowledgeable professional who will guide you through.



To communicate your interest in purchasing a home, your Buyer Broker must present the listing agent with a written offer. Your offer does not become a legal contract until it is accepted by the Seller.

Earnest money, in the amount indicated in your offer, is generally due to the Buyer Broker at the time to offer is submitted to the Seller. This is to guarantee that you are sincere in your intent to purchase the property and must be delivered to the Title Company listed in the offer immediately upon acceptance.

After we present your offer to the listing agent it will either be accepted, rejected, or the seller will make a counter offer. This is when we will negotiate terms of the contract if necessary.

The step-by-step contract procedure for most single-family home purchases is standard. The purchase agreement used is a standard document approved by our local Board of Realtors.

The purchase agreement or contract constitutes your offer to buy and, once accepted by the seller, becomes a valid, legal contract. For this reason, it is important to understand what is written on the contract offer. Contact your Buyer Broker to receive a copy.

When you're ready to move, we're here to help.

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