

What Buyers Have Done to Write Winning Offers In Multiple Offer Situations

1. Write your offer over the List Price.
2. Include an escalation clause to increase the offer for a certain amount above the highest offer received by the seller.
3. If the property appraises for less than the sales price, agree to pay any additional money down required by the lender,
4. Agree to pay all closing costs and transfer taxes.
5. Strike the financing contingency.
6. Include documentation of your loan approval and financial ability to purchase with the offer.
7. Don't make the offer subject to contingencies.
Buy the property "as is" with no home inspection
Buy the property "as is" with the right to do a home inspection
8. Offer as large an earnest money deposit as possible. Some buyers have even offered the full price of the property as an earnest money deposit.
9. Make your deposit non-refundable except for failure on the part of the seller to perform.
10. Allow the seller to set the closing date that is most convenient to them.
11. Do a home inspection and you agree to waive the first \$_____ of repairs.
12. If the seller needs to occupy for a few days or weeks after closing let them do so with out charging rent.

PLEASE NOTE: The items above are what other buyers we represented chose to include in their offer to purchase to maximize their chances of getting their offer accepted by the seller.

It is your right to include or not to include any of the above items in your offer to purchase. Each of the above strategies may carry with it their own risks. Be sure you fully understand the risks involved before including any of the above items in your offer to purchase.

I understand that Alexis Bolin and Keller Williams Realty. are NOT recommending any of the above, but rather informing me of different ways I may choose to structure my offer to purchase.

Date

Buyer

Date

Buyer

Compliments of Alexis Bolin, CRS Emeritus

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