

## HOW TO SUBMIT A WINNING OFFER & AVOID THE BIDDING WAR

### SUBMIT LARGE EARNEST MONEY DEPOSIT

Pending home sales sometimes blow up and many sellers worry that once they commit to an offer, the winning buyers might back out of the transaction or default on the contract. By then, all the other buyers have disappeared.

Remember that the earnest money deposit is part of your down payment. You'll show the seller that you're serious about closing if you increase it above normal. You're only offering the seller the money now rather than later, and it speaks volumes.

### SHOW YOU'RE QUALIFIED

Almost every offer will be accompanied by a lender letter. Ask your lender for a loan pre-approval letter to make you stand out from the rest. This is different from a pre-qualified letter. Being preapproved makes you a stronger buyer in the seller's eyes.

Give the Sellers time to move the possession date (closing date) this can be a sticking point in negotiations if both parties can't come to an agreement. It's hard enough to juggle multiple closings when you're selling and buying simultaneously and it's even more difficult when the seller is doing the same.

### CONDITIONS

Typically in a multiple offer situation an offer with no conditions is ideal in the Sellers mind. Talk to your Real Estate Agent about a

pre-offer home inspection and mortgage financing with your Lender prior to submitting an offer.

### OFFER TO BRIDGE THE GAP

Depending on the purchase price and the appraised value be prepared to make up the difference in cash if the appraised

value is less than what was offered to purchase. Consult your Real Estate Agent and/or Mortgage Lender on your options.

### WRITE YOUR BEST OFFER

Don't hope for negotiation in a seller's market. Offer your highest price, one you can live with if your offer should be rejected. Do your best! Make it attractive, maybe a little above list price.

Ask your agent for a comparative market analysis to determine the pricing range. Sometimes sellers deliberately set a price below comparable sales in an effort to generate multiple offers. Paying a little extra doesn't necessarily mean you're paying over market value.

### SELL YOUR EXISTING HOME FIRST

Don't buy before selling if you're moving up and you have a home to sell. On the other hand, you might already have the advantage over a buyer who needs to sell

first if you're a first-time home buyer. The seller will gravitate toward the offer without conditions if one of them contains a condition of the sale.

### PLAY NICE

Don't ask the seller to give you personal items and don't expect the seller to pay your closing costs. Find out which costs are customarily paid for by the seller.

### FIND OUT WHAT'S IMPORTANT TO THE SELLER

Most sellers have an emotional attachment to their homes. They want them to fall into the hands of an acceptable buyer. So be that acceptable buyer.

Write the seller a brief letter explaining why you love their home so much. It's OK to beg a little. Be sappy but sincere.

### PREPARE FOR A COUNTEROFFER

You can write the best offer in the world but a competent listing agent is likely to advise the seller to counter all the multiple offers, even in a seller's market.

