WHAT COULD I EXPECT ON AN OFFER WHEN WE RECEIVE ONE?

Purchase Price

This is the price the buyer is offering for your home. While it's important, price is only one piece of the puzzle. Terms such as financing, contingencies, timing, and overall certainty can have just as much impact on the strength of an offer. My job is to help you look at the full picture so you can choose the offer that best supports your goals, not just the highest number on paper.

Contingencies

Contingencies are conditions that must be met for the sale to move forward. Common contingencies include inspections, appraisal, financing, and sometimes the buyer needing to sell their current home before completing the purchase.

If a buyer must sell their home, it may already be under contract, actively on the market, or about to be listed quickly. Each situation carries a different level of risk and timing consideration. Fewer contingencies often mean less uncertainty, but they don't automatically make an offer better. I'll help you evaluate where the buyer is in their process and weigh the risk versus reward so you can make a confident, informed decision.

Earnest Money

Earnest money shows the buyer's good faith and commitment to the contract. A higher earnest deposit can signal stronger intent, but what matters most is how it's structured and protected in the contract.

Inspection Period

This is the timeframe the buyer has to complete inspections. Inspections don't automatically mean repairs will be requested — they're often used to confirm the home's condition and meet lender requirements. Most inspection periods are around 10 days, though some buyers may request additional time.

Buyer Requesting Closing Costs

Some buyers ask the seller to help cover a portion of their closing costs. This is very common and doesn't necessarily mean the offer is weak. Many buyers build this into their financing strategy. If a buyer isn't cash-flow heavy, covering some or all of these costs may be what allows them to purchase the home. I'll create a net- to-seller so you can clearly see how this impacts your estimated proceeds, and we'll negotiate in a way that best supports your goals.

Inclusions

Inclusions are items the buyer is requesting to stay with the home, such as appliances, window treatments, or outdoor items. Anything not specifically listed is not automatically included.

Closing Date & Possession

This outlines when the sale will close and when the buyer takes possession. Flexibility here can sometimes be just as valuable as price.

Buyer Broker Compensation Supplement

This document outlines how the buyer's agent is compensated. It does not change your purchase price but may affect the structure of the offer. I'll explain how it works and what it means for your bottom line.

Additional Terms or Special Requests

Buyers may include unique requests such as extended possession, repair limits, or "as-is" language. These don't automatically make an offer bad, they simply require clarity and negotiation.

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