



# Guide to making a strong offer

**\*What sellers will want to see in a strong offer**

## Terms of an offer

- What price are you offering? **High enough to take notice**
- Asking for closing costs back? **It's better to say NONE!**
- Are you contingent on a home selling? **Not many get accepted**
- How much cash can you put down? **As much as possible!**
- How long is your inspection contingency? **Some waive them!**
- When do you want to close? **Ask for their preference!**
- How much is your earnest money? **Higher the better!**
- What if it doesn't appraise? **Arguably the most important topic**
- Who is your lender? **Trusted and local!**
- What financing are you using? **Cash is king. Then Conventional.**
- How much are they paying the buyers agent? **Always Negotiable!**

**The #1 concern all sellers have is risk avoidance, and their ability to get as much money as possible for their assett**

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