

Making an Offer...

Once you have found a property you want, we will write a purchase agreement. While much of the agreement is standard, there are a few areas we may negotiate:

The Price

What you offer on a property depends on a number of factors, including its condition, length of time on the market, buyer activity, and the urgency of the seller. While some buyers want to make a very low offer, just to see if the seller will accept, this often isn't a wise choice, as the seller may be insulted and decide not to negotiate at all. Price terms will be analyzed on a case by case basis.

The Closing Date and Possession

We will try and coordinate the closing date with your expectation and the sellers. If you can be flexible on the possession date, the seller will be more apt to choose your offer over others. The Joyer Home team typically has the possession date be Noon the day after closing, this allows the sellers time to remove the last of their belongs and clean the home prior to you moving in; creating a smoother closing.

Inspection*

The Joyer Home Team recommends having a home inspection. The inspection is a contingency which allows you time to digest the purchase of the home and make sure that it fits your needs and there are no surprises such as: faulty furnaces, roofs, etc. The inspection time period is negotiated and if any "major" issues arise we re-negotiate the purchase agreement.

*If we are in a multiple offer situation we may have to evaluate the home further to decide if we indeed want the Inspection Contingency.

Additional Property

Often the seller plans on leaving major appliances in the home, however, which items stay or go is often a matter of negotiation.

Typically you will not be present at the offer presentation; we will present it to the listing agent and/or seller. The seller will then do one of the following:

- ***Accept the offer***
- ***Reject the offer***
- ***Counter the offer with changes***

By far the most common is the counter offer. In these cases, my experience and negotiating skills become powerful in representing your best interests.

When a counter offer is presented, you and I will work together to review each specific area of the counter offer, making sure that we move forward with your goals in mind and ensuring that we negotiate the best possible price and terms on your behalf.

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