



## NEGOTIATING OFFERS

Here are some things to consider to ensure your offer gets accepted:

### IS IT PRICED RIGHT FOR THE MARKET?

- ✔ What is the buyer activity?
- ✔ Are there offers on the home?
- ✔ What has sold recently in the area?
- ✔ How long has it been on the market?
- ✔ What other homes are for sale in the neighborhood?

### ARE YOU PRE-APPROVED?

By having a Pre-Approval done upfront, you are in the best position to take advantage of an opportunity that may present itself over a weekend when a lender may not be available, which can cause a delay and a lost opportunity to purchase the ideal home.

