

ARTHUR CERVANTES PROPERTIES, INC.

MAKING A REAL ESTATE OFFER

What to prepare before you say, 'Let's write it'

A strong offer is not only a price. It is a complete plan that tells the seller: we are prepared to perform.

Before you write the offer

- Complete the buyer consultation and define the real monthly-payment comfort zone.
- Have a current lender preapproval or verified proof of funds, as appropriate.
- Know the cash needed for deposit, down payment, closing costs and reserves.
- Review comparable sales and current competition so the price has context.
- Read available disclosures, HOA/park information, title/property reports and other material information provided before the offer.
- Decide your preferred closing date and any timing constraints.
- Understand which contingencies/protections you want and what each one does.
- Know your walk-away point before negotiations become emotional.

The parts of an offer

- Purchase price.
- Deposit amount and timing.
- Financing or cash terms.
- Down payment and loan program when applicable.
- Closing date and possession.
- Contingencies and investigation periods.
- Seller credits or rate-buydown requests.
- Included/excluded property.
- Repair/condition approach and any special terms.
- Broker compensation terms as applicable to the transaction and agreements.
- Expiration/response deadline.

Price vs. terms

The highest price is not automatically the strongest offer. A seller may also care about financing strength, deposit, contingency structure, closing date, credits, certainty and the chance that the transaction actually closes.

What ACP should have ready

- Signed representation documents when required.
- Preapproval / proof of funds.
- Buyer financial-readiness summary.
- Comparable-property analysis.
- Offer strategy and maximum/walk-away limits.

- Deposit funds plan.
- Desired contingencies and deadlines.
- Client contact/vesting information needed for the contract.
- A plan for inspections, insurance, lender milestones and closing.

Do not win the house and lose the protection

Removing or shortening contingencies can make an offer more attractive, but it can also increase the buyer's risk. ACP's job is to explain the choices, market conditions and possible consequences so the buyer can make an informed decision.

After acceptance

The offer becomes an active transaction with deadlines. Deposit, disclosures, inspections, financing, appraisal, insurance, title, HOA/park review and contingency decisions all move onto the ACP Transaction Command Center.