Preparing for Your Future Offer

Price Matters. But the Best Offer Is About More Than Just the Number.

We've prepared your home, marketed it, and welcomed buyers through the door. The next step we're working toward is an offer! Before that happens, here's a helpful overview of what to expect so you'll be prepared to evaluate your options and make informed decisions.

Every Offer Will Be Presented.

I am required to present every written offer received—even one that may initially seem unrealistic or unlikely to meet your expectations.

More Than One Offer? We'll Compare.

If multiple offers arrive, I'll help organize and summarize the terms so we can evaluate the differences.

What Will We Evaluate?

When an offer comes in, we'll look at the entire package—not just the price.

- **Purchase Price** — What is the buyer offering?
- **Contract Type** — What contract is being used, and what rights and obligations does it create?
- **Financing & Proof of Funds** — How does the buyer plan to purchase, and what supporting documentation has been provided?
- **Deposit** — How much is the buyer committing, and when is it due?
- **Contingencies** — What conditions must be satisfied for the transaction to move forward?
- **Inspections** — What inspection rights and timelines are included?
- **Appraisal** — Is the transaction contingent upon the property appraising at a certain value?
- **Timing & Closing Date** — Does the proposed timeline work for you?
- **Other Terms** — What additional requests, conditions, or obligations are included?

Timing Can Get Complicated

Offers can arrive at different times with different deadlines.

There is no perfect formula for managing every situation.

The Best Offer Could Arrive On Day 1... Or Day 31.

We'll evaluate every offer on its own merits rather than assuming an early offer should be rejected or that a better one will automatically come later.

Accept. Decline. Or Counter.

When an offer arrives, you generally have three choices:

- **Accept It** — The offer meets your needs and you are ready to move forward.
- **Decline It** — The terms are not acceptable and you do not wish to negotiate.
- **Counter It** — We propose different terms and continue the negotiation.

Countering Is A Strategy—Not A Requirement.

There is nothing wrong with accepting a good offer when it meets your goals. Every counteroffer carries the possibility that the buyer may choose to move on.

Multiple Offers Require Strategy

If we are fortunate enough to receive competing offers, we may:

- Compare offers side by side
- Notify interested parties that competition exists
- Establish a deadline for "best and final"
- Request improved terms
- Use another approach designed around the specific situation

No Cookie-Cutter Negotiations.

The right strategy depends on the offers in hand, their deadlines, market conditions, and what matters most to you.

From Offer to Agreement

1. **Written Offer** — The buyer submits a complete written offer.
2. **Review The Terms** — We review every detail carefully.
3. **Verify Supporting Documents** — Proof of funds, pre-approval, and other documents are reviewed.
4. **Evaluate** — We evaluate the offer based on your goals and what matters most to you.
5. **Negotiate When Appropriate** — We negotiate strategically and communicate clearly.
6. **Reach Agreement** — Both parties agree on the terms.
7. **Finalize Documents** — The sales agreement is updated with the final terms.
8. **Signatures** — All required parties sign the agreement.
9. **Successful Closing!** — SOLD — We move toward a smooth and successful closing.

Why Start In Writing?

I generally prefer to begin negotiations with a complete written offer so we understand the full proposal—not simply a price mentioned in conversation.

Once an offer is received, negotiations are typically handled through conversations and documented communication until agreeable terms are reached and final paperwork is prepared for signature.

Important Reminders

- Deposits are generally not at risk until they are deposited in Collier County.
- Deals can fall apart for many reasons until the home is closed.
- All offers must be signed by ALL owners.
- If your home is held in a trust and is homesteaded, both spouses must sign the offer, even if only one is the trustee.

You'll Always Have The Big Picture

I will summarize the key terms, share the highlights, and provide the offer documents for you to review in detail. I'm here to help you understand the entire offer and make the best decision for your situation.

When The Offer Comes, You'll Be Ready.

Thoughtful Evaluation. Strategic Negotiation. Informed Decisions.

My role is to help you understand the entire offer, see beyond the purchase price, evaluate the potential risks and benefits, and make the decision that is right for you.

RH — Results That Move You.
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