



Buyer Offers
Not Getting
Accepted?

18+ Ways
to get Your
Buyer Offers
Accepted



Includes the
TOUGH LOVE
Script for BUYERS
in TODAY'S
MARKET!



April 19, 2021

*“If your Buyer offers aren’t getting accepted, you may simply **NOT** be **EDUCATING BUYERS CORRECTLY** on what it takes to **BUY.**”*

~ Donna Stott



Disclaimer

I am a Realtor for 35 years and a Coach for 15.

These tips are MY OPINION. Check with your Broker, Board, Association, Commission, etc. if you have any doubts about using any of these tips.

Not all Brokerages, franchises, Offices, states and associations will agree with all tips.



Reality check:

**We get paid to
help people BUY
and SELL**
*Not to TRY to buy
and sell...*

**TO
COMPLETE A
SALE**



**BUYING is the GOAL
if you are a buyer.**



NOT BUYING i.e. - Writing offers that don't go... is NOT a Buyer's goal. *(If it IS their goal, can you afford to work with them?? How do you get paid??)*



When we write offers that don't get accepted - **We are NOT DOING A GOOD JOB helping people BUY.**





Not Numbered Tips - Just *bottom-line basics...*



- Get Buyer clients clear on NEEDS vs WANTS – be clear what they can give up or do later. They do NOT need a fence...
- Get Pre-Approved and have Proof of Cash to Close in hand
- Get Buyers to understanding the urgency factor. Houses will not wait until they get off work or for the weekend...not in this market.
- Get Buyer clients clear on the FACT of bidding wars. **Keeping Current Matters says the average house now receives 3.7 offers. AVERAGE.**
- Get Buyers clear that this will be HARDER than it was *even a few months ago* and is likely going to get worse in spring/summer.
- Get Buyers clear that the only thing that will stop the run-up on prices is MUCH higher supply or MUCH higher interest rates **which will cost them more than higher prices. Waiting will cost them more!**

How to Be a Competitive Buyer in Today's Housing Market

With so few houses for sale today, it's important to be prepared when you're ready to buy a home.

- Meet with your lender early.** Get pre-approved for a mortgage so you can move quickly when you're ready to make an offer.
- Know your must-haves and nice-to-haves.** Neighborhood, Move-In Dates, Home Features.
- Be prepared for a bidding war.** The average number of offers a house receives today: **3.7**. Understand the process and be clear on what you can spend. **HOUSE FUND**.
- Don't let your emotions get the best of you.** Trust your agent to be a voice of reason.

If you're looking for an expert guide to help you navigate today's lightning-fast housing market, let's connect today.

Source: NAR

Done and Miss Best Northwest Alaska Properties | (907) 232-0222 | www.northwestalaskarealestate.com

This is over 4 now and growing

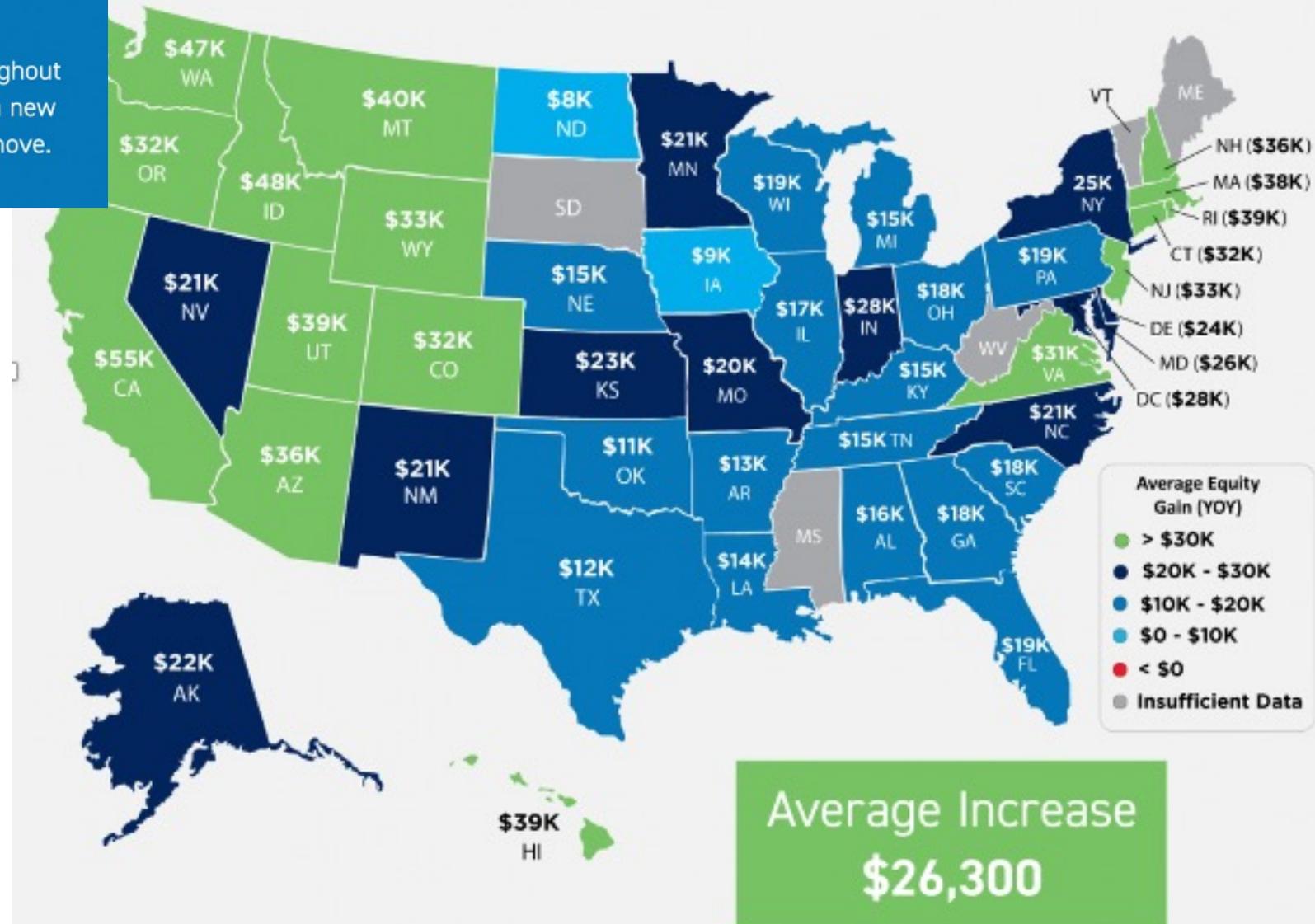
Americans See Major Home Equity Gains

Today's home price appreciation is driving equity higher throughout the country. If your needs are changing and you're ready for a new home, your equity may be a great asset to power your next move.

This was LAST YEAR - 2020

Anyone care to place a bet on 2021 being BETTER??

Average Increase in Home Equity in 2020





Real Estate Market Report

LAS VEGAS, NORTH LAS VEGAS, HENDERSON & BOULDER CITY

SINGLE FAMILY RESIDENCE- FEBRUARY 2021

AREA	LISTED	SH SALE LISTED	REO LISTED	CLOSED	% SOLD	DAYS ON MARKET	MONTHS SUPPLY	SP/Sq Ft	LIST PRICE (MEDIAN)	CLOSE PRICE (MEDIAN)
North (101-103)	241	3	2	460	190.9%	11	0.5	\$174.17	\$330,000	\$329,775
East (201-204)	182	0	0	221	121.4%	17	0.8	\$172.96	\$260,000	\$257,900
South (301-303)	198	2	0	245	123.7%	13	0.8	\$183.72	\$335,000	\$336,000
NW (401-405)	338	2	3	592	175.1%	9	0.6	\$197.08	\$364,700	\$364,700
SW (501-505)	507	0	0	667	131.6%	15	0.8	\$191.38	\$381,000	\$381,000
Henderson (600's)	339	0	0	476	140.4%	20	0.7	\$208.74	\$402,500	\$410,000
Boulder City (700's)	20	0	0	24	120.0%	29	0.8	\$219.41	\$402,300	\$399,750
TOTAL	1,825	7	5	2,685	143.3%	16	0.7	\$192.49	\$353,643	\$354,161
YTD	4,018	21	18	5,259	127.3%	18	0.9	\$192.55	\$352,314	\$351,624

Inventory on Home Prices

← I Now!

LESS THAN
6 MONTHS

**SELLERS
MARKET**

Home prices
will appreciate

BETWEEN
6-7 MONTHS

**NEUTRAL
MARKET**

Home prices
will only
appreciate with
inflation

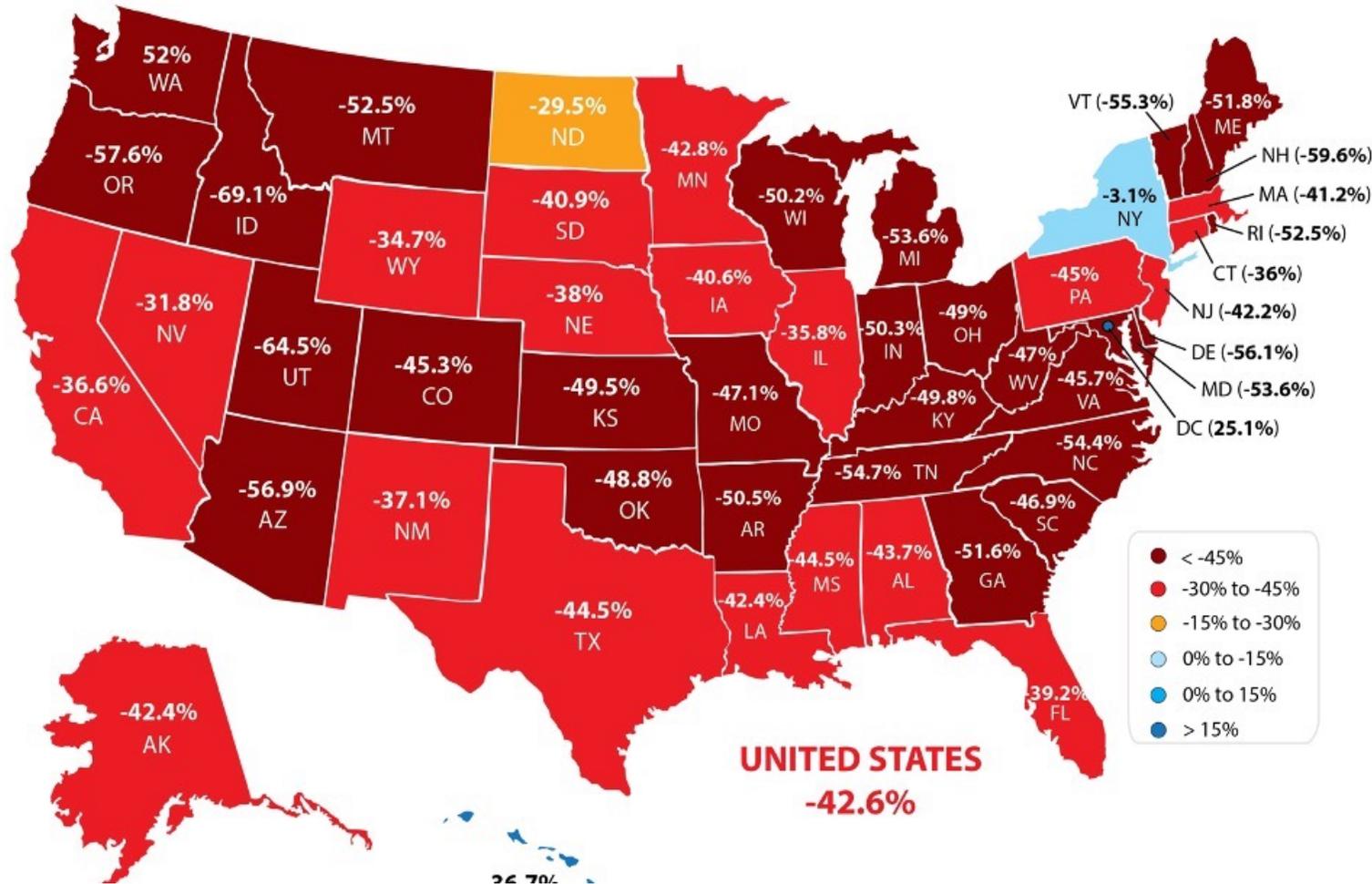
GREATER THAN
7 MONTHS

**BUYERS
MARKET**

Home prices
will depreciate



Change in Housing Inventory Compared to This Time Last Year



Check the updated Data for your State to show Buyers the FACTS

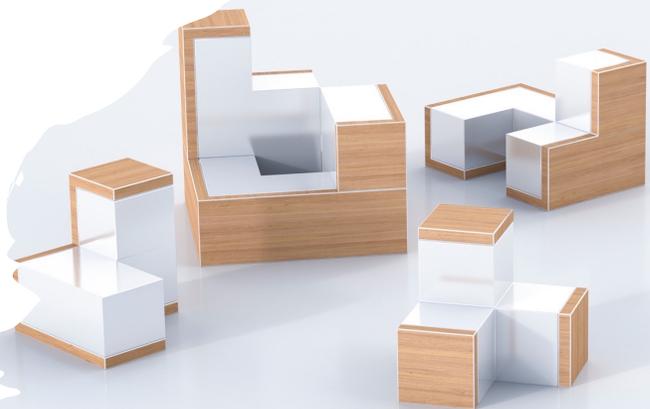
<https://www.realtor.com/research/data/>



Tip #1 – You Cannot Afford to work with unqualified or unmotivated “wanna-be” Buyers

- There is NO WAY to get someone a below-market deal in a Super Hot Sellers Market.
- There is NO WAY to get an unqualified person's offer accepted either.
- **Stop trying to FORCE people to fit in the Buying Puzzle that do not fit the 2021 realities.**

If they are not 100% fully Pre-Approved... and 100% Motivated, think again about working with them now. **It doesn't help either one of you.** This gives you TIME you need to work with qualified/motivated people.





Tip #2 – Educate the Buyer

**NOT BUYING
FAST COSTS
THE BUYER
MORE MONEY**

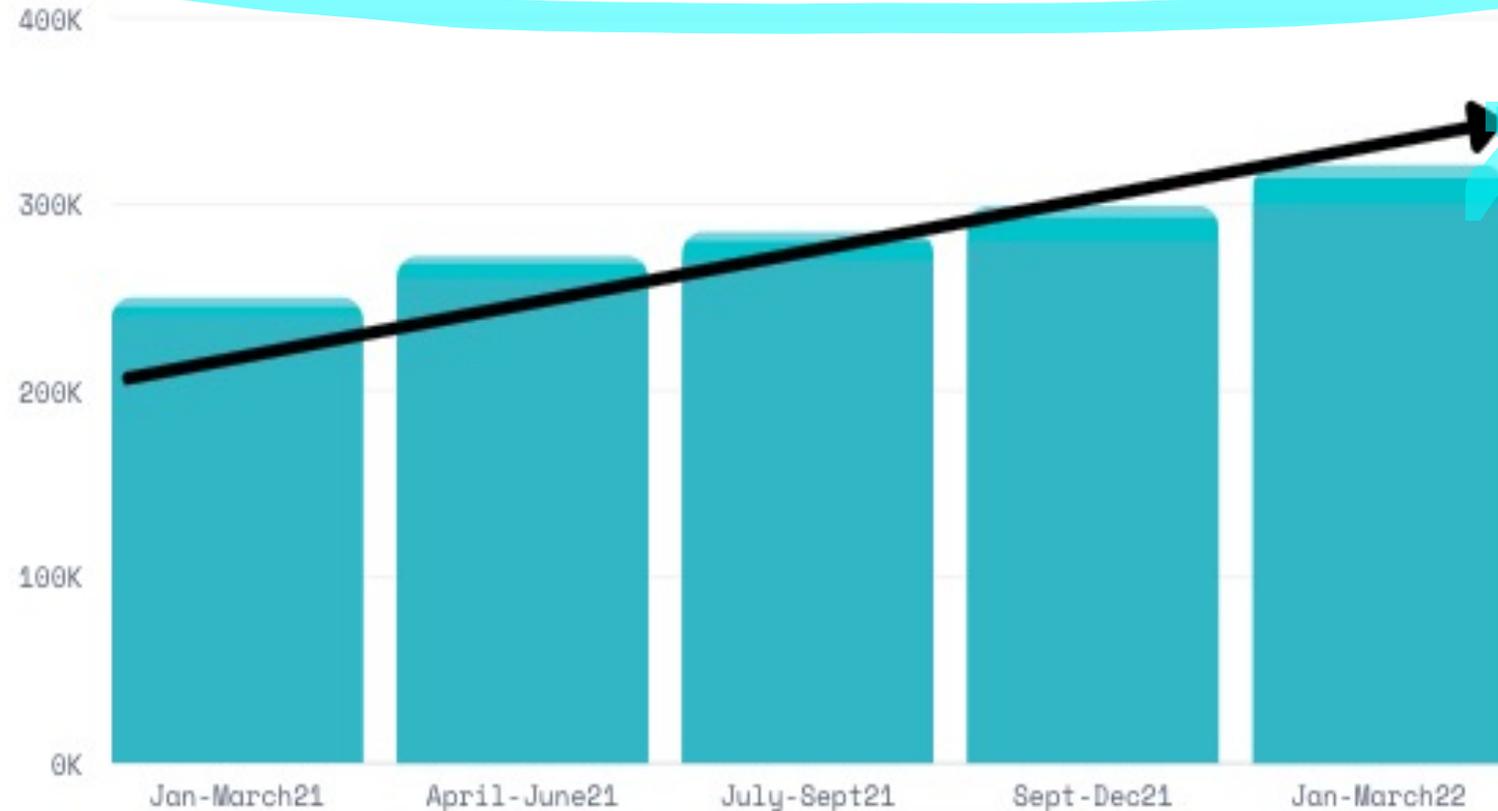
If prices are going up 1% per month right now... Then a \$300,000 house goes up \$3K a month...when you **DON'T BUY** it someone else got that equity. And you pay \$3K more the next one. If it's 2% a month... that's \$6K for the next house next month.

Smart Buyers don't buy what it's worth **NOW**...**They buy what it's worth when you CLOSE a few months from now.**

Or even 6-12 months from now... because **THEY** will be the owner of it then and will have that equity build up for **THEMSELVES.**

TEACH BUYERS they can gain the equity that will happen over the next 6-12 months... **OR** they can let someone else gain it.

Which means every month they don't buy costs them money!

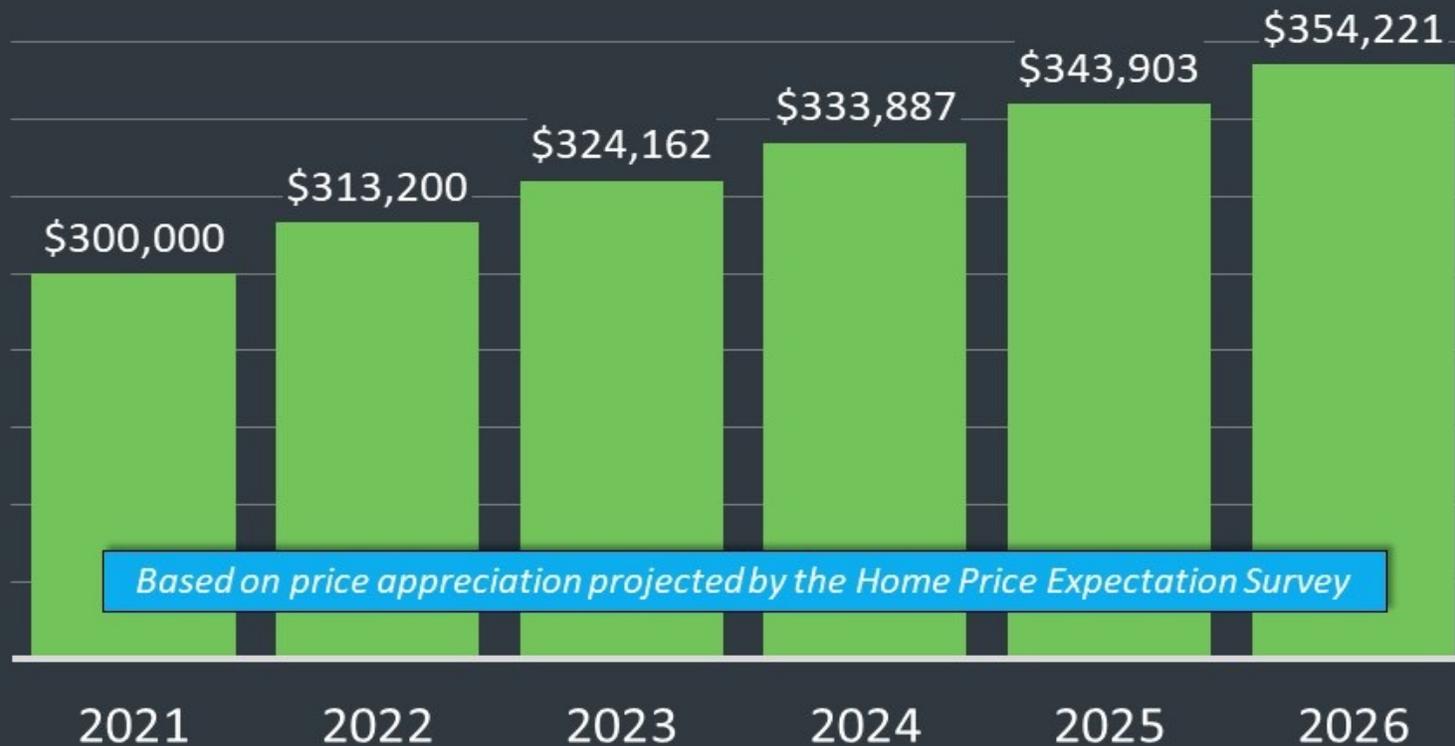


DEMAND IS HIGH and GROWING FASTER

SUPPLY IS TOO LOW

\$54,221

potential growth in household wealth over the next five years based solely on increased home equity if you purchase a \$300K home in January 2021



Based on price appreciation projected by the Home Price Expectation Survey

Home Price Expectation Survey 2020 4Q

**Show them
how they
could make
nearly \$15K
a year the
next 5 years
by BUYING
NOW!**



Tip #3 Surprise the Seller – Be Aggressive – ACT FAST



- If a home comes on market in coming soon status – ask if you can show it early. If not, ask your Buyer to write a super strong offer sight-unseen. *The early bird often gets the meal!* How many times have you LOST by waiting for the date it was coming on market only to be told it already sold?? You can't wait for "Day 1" or "We won't look at offers until XXX." Someone else ignored that and BEAT YOU OUT.
- Advise your Buyer to be strong in that EARLY OFFER with their TOP PRICE AND TERMS **and with a short deadline...** and stick to it. If we don't get this accepted by (date) we will make an offer on another home. PERIOD. If the Seller doesn't play, withdraw your offer and ask THEM to come to YOU if they don't get a better one. **This takes GUTS but can be SUPER EFFECTIVE.**



Tip #4

If Your area allows
DUAL AGENCY be
SURE to Show
YOUR OWN... or
your **BROKERAGE'S**
LISTINGS FIRST!
Give Buyers a
CHANCE to buy
yours!

Having Listings = Having the **EDGE**. Coming Soon. Neighborhood First Peek Open. Insider information. Don't break the rules but use what you can. Talk to your Broker!

When it's your Listing, you know what it will take.

The Buyer can either do it or not do it.

Some agents are taking Non-Exclusive Listings from FSBO's – Just for the sign in the yard to find direct Buyers for the house and the ability to market “off market listings”!

Check with your Broker and MLS Rules!

Tip #5
OFF MARKET =
NO
COMPETITION

Be sure you've
looked everywhere!

- Have you scoured for FSBO's? (be sure you understand how you will be paid) – Will they allow you to sell for a commission?
- What about FRBO's or even LISTED rentals (call the agent on those!)?
- Have you scoured for OLD EXPIREDS who can get more than they asked for last time on MLS? (be sure you understand how you will be paid). Will they allow you to sell for a commission?
- Have you done an "I have a Buyer" letter/postcard so your Buyer KNOWS you've done all you can in an area?
- Have you posted on the Facebook Marketplace, Neighborhood FB groups, etc. that you have a Buyer if anyone wants to sell?

Tip #6

BE A PRIVATE DETECTIVE – Look for clues

- Use the Internet to try to get an advantage with KNOWLEDGE that is public.
- Google the Sellers and the Listing Agent – Check LI, FB, etc. *Do you share a love of Wheaten Terriers?* What slight advantage can you find there?
- Check MLS too. Ever listed before? When did they buy it? What did they pay for it? What do they owe on it?





Tip #7

Make friends with the Listing Agent

Or see if they are already friends with your Broker or one of your Colleagues

- While I don't recommend you buying them flowers... DO be friendly, not adversarial! It is NOT the time to play tough guy...
- It's not only about the SELLER. As most of us know... the AGENT who advises the Seller can be for us or against us.
- Tell them how easy it will be to work with you. That you are FULL TIME. That you employ a TRANSACTION MANAGER available 8-5 M-F. That you will do ANYTHING NEEDED for them... deliver docs, bring them their sign.... etc.



Tip #8

• Cash is King •

It will win 9 times out of 10 over even a slightly higher offer

Can your buyer find **CASH** to close with and get a loan **AFTER** they buy the house - **even the DAY after?** If you don't ask, you won't know if it's possible.

- People can find cash in Short term IRA loans; Short term family money; Short term other portfolio draws that can be paid back when the loan is done. **There is nothing to prevent you GETTING the loan done during your contract-to-close time period...but you MUST be able to close CASH – ON TIME – if it's not done.**
- IF you you DO have it done in time, you COULD ask Seller to edit the contract from cash to financing... just before closing. It's no skin off their nose at that point, so most will OK it then and it can close financing anyway... If they say no, close cash, do the loan the next day, pay back the cash and voila... easy-peasy and you won the bid over other offers!

Tip #9 – Waive or **PAY** for Contingencies – Check your contract, or write in a Special Stipulation like this:

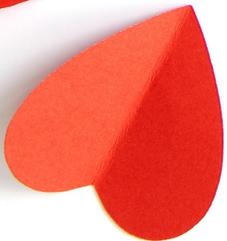
8. Inspection and Due Diligence.

- a. **Due Diligence Period:** Property is being sold subject to a Due Diligence Period of 10 days from the Binding Agreement Date.
- b. **Option Payment for Due Diligence Period:** In consideration of Seller granting Buyer the option to terminate this Agreement, Buyer:
- (1) has paid Seller \$10.00 in nonrefundable option money, the receipt and sufficiency of which is hereby acknowledged; plus
 - (2) shall pay Seller additional option money of \$ _____ by check or wire transfer of immediately available funds either as of the Offer Date; OR within _____ days from the Binding Agreement Date. Any additional option money paid by Buyer to Seller shall (subject to lender approval) or shall not be applied toward the purchase price at closing and shall not be refundable to Buyer unless the closing fails to occur due to the default of the Seller.

If Buyer is Certain they want to buy, pay the Seller \$1000+ NON-REFUNDABLE for the right to do a home inspection!! And GIVE Seller the inspection if they want to cancel. WIN WIN for the Seller to use to disclose to next buyer!



All is fair in
love, war, and
a RISING
SELLERS
MARKET!



Tip #10 - *I know. Controversy here...*
**If Buyer wants to write a letter pleading a bit...
telling the story of how much and **why** they
LOVE this house. It can make a difference.**

Listing Agents and Sellers are people too. They have emotions. The trick is NOT to violate fair housing laws.

Advise Visuals without being Personal. Avoid anything that indicates race, familial status, religion (don't mention Christmas for example), or any other protected class.

Consider having Buyer deliver letter vs you to protect yourself against engaging in Fair Housing Violations.

DO: Ask for a counter first if Seller is countering anyone...

Ask to be first in line to say Yes if you can.



LOVE LETTERS ARE FOR ROMANCE, NOT REAL ESTATE

The housing market is one sector that has seen tremendous activity, and in most cases growth, over the last year despite the pandemic. Especially in hot markets with low inventory, we are seeing bidding wars force buyers to compete in non-traditional ways. One such method that has gained popularity is buyer love letters. It is not against the law for a buyer to write a letter to a seller. However, such a practice can lead to an increased risk of a claim for real estate professionals.

SITUATION

To entice a seller to choose their offer, buyers will write a love letter to describe the many reasons why the seller should choose their offer over others. Buyers feel if they appeal to the emotions of the seller, who may be leaving a home with sentimental value, they will have a better chance their offer will stand out and be accepted. While this may seem harmless, these letters could expose real estate professionals and their clients to a higher risk of fair housing violations.

PROBLEM

Buyer love letters often contain personal information about the buyer and reveal characteristics, such as race, religion, or familial status, which could then be used, knowingly or through unconscious bias, as an unlawful basis for a seller's decision to accept or reject an offer. Seemingly harmless, these letters actually raise very real fair housing concerns.

MISTAKE

In an effort to play on the emotions of a seller, consider if a potential buyer paints a picture in a love letter of their children running down the stairs on Christmas morning to gather around the fireplace and open presents in their wonderful new home for years to come. This seemingly pastoral statement not only reveals the potential buyer's familial status but also their religion, both of which are protected characteristics under fair housing laws.

RESULT

Using protected characteristics as a basis to accept or reject an offer, as opposed to price and terms, violates the Fair Housing Act. The

U.S. Department of Housing and Urban Development (HUD) has received funding to investigate discriminatory practices through controlled testing. If HUD testers find unconscious or blatant bias due to the use of love letters, real estate professionals could be fined up to \$50,000 for discriminatory practices. In these cases, a HUD fine or penalty would not be covered by E&O insurance.

PREVENTION

The National Association of REALTORS® (NAR) has made recommendations to protect real estate professionals and their clients from the potential liability related to buyer love letters. Consider these best practices:

- Educate your clients about fair housing laws and the pitfalls of buyer love letters.
- Inform your clients you will not deliver buyer love letters, and advise others that no buyer love letters will be accepted as part of the MLS listing.
- Remind your clients their decision to accept or reject an offer should be based on objective criteria only.
- If your client insists on writing a buyer love letter, do not help your client draft or deliver it.
- Avoid reading any love letter drafted or received by your client.
- Document all offers received and the seller's objective reason for accepting or rejecting an offer.

The bottom line is that real estate professionals should not recommend buyers write love letters and remind sellers that offers should be based and evaluated on their own merits.

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Insurance coverage on any particular case will depend upon the type of policy in effect, the terms, conditions and exclusions in any such policy, and the facts of each unique situation. The recommendations in this article may differ from state and local practices. AIAA is a division of AIA Group providing products and services through our three business groups: AIAA Insurance, AIAA Retirement, and AIAA Risk Consulting. Coverage is underwritten by the following AIAA companies: Greenwich Insurance Company and Harbor Harbor Insurance Company. Not all insurance products are available in all jurisdictions. AIA, the AIA and AIA logos are trademarks of AIA in its offices.

Josh, who works with our Team bough his first home last year.

He shares: *“We wrote a simple 1-page letter with pictures. We were outbid by \$4500. They went with us because the wife had “a good feeling” about us, and as it was her and her husbands first marital home, and she said it would be a good first home to us as well.”*



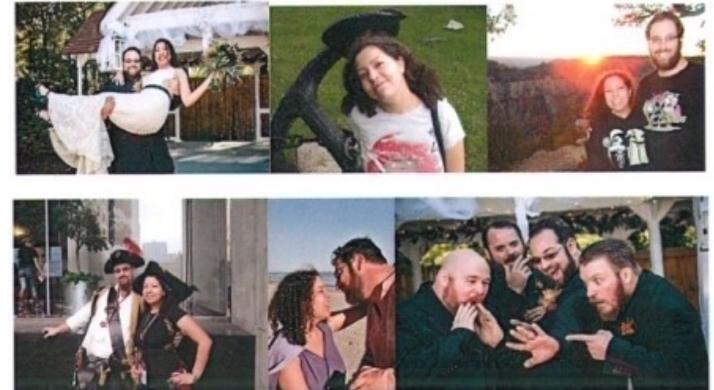
Hello Scott family!

Thank you so much for allowing myself and my wife to view your beautiful home! I am an Atlanta native (Northside baby) and grew up in my families seafood restaurant (S&W Seafood). My wife Eli is a transplant who was born in Miami. We have been friends for 13 years, dating for almost 6, and will celebrate our first wedding anniversary this coming October. Her father, Jesus, is helping us buy our first home and signing with us. Your home was the one we got the warm fuzzy feeling and that is why we want to start our family there. We have our finances and preapproval in order and are flexible on the closing date. We can't wait to start the next chapter of our lives and make so many new memories in your home!

With the kindest of regards,

Joshua and Elizabeth Weinberg

*Josh Weinberg
&
Elizabeth Weinberg*



#11 ASK Questions

SIX HONEST SERVING-MEN

BY RUDYARD KIPLING

I keep six honest serving-men
(They taught me all I knew);
Their names are What and Why and When
And How and Where and Who.
I send them over land and sea,
I send them east and west;
But after they have worked for me,
I give them all a rest.



What else could the Seller want? ASK

What, Why, When, How, Where, Who

- **WHAT:** What would the Seller want? On a Vacant home would the Seller like the Buyer to move in EARLY and pay RENT so they have INCOME early?
- **WHY:** Why is the hot tub not included? Would the Seller prefer CASH to leave it and be able to buy a BRAND NEW BETTER one creating EASE?
- **WHEN:** Would they like a few days after closing rent-free to move with ease?
- **HOW:** How would the Seller like the Buyer to pay for YOUR COMMISSION? If the Buyer is willing, the Seller saves that \$ making THEIR OFFER better!
(Yes, this is just playing with numbers, but it's CREATIVE and could make the Seller LOOK at yours more!)
- **WHERE:** Would the Seller like the Buyer to provide a Closing attorney to come to their home to close the deal so they don't have to come out?
- **WHO:** Would the Seller appreciate the Buyer picking up a "Normally Seller paid" closing cost?



TIP #12

Make your Offer **CLEARLY** **BETTER**

Point out everything that IS better in the Cover Letter and consider making the letter part of the contract so it **MUST** be Read to the Seller
(As with all these tips, check with your Broker first to be sure OK in your state)

- Shorten or waive any contingencies you can.
- Put in the contract that inspection will be for informational purposes only & NO REPAIRS that are not structural/safety – OR if you can fix anything, waive it.
- Offer that the Buyer will GIFT the inspection to the Seller at no cost regardless of if the contract continues.
- Offer a BIG earnest money deposit if they have it.
- If you can produce a CMA showing you can prove a higher value, that can help a LOT! (we use a custom one)
- If they can go Conventional vs FHA or VA OR USDA. There are conventional low- down programs but to a Seller/Sellers Agent, it may make the difference.
- Don't ask for closing costs unless you must. In fact, have the BUYER offer to pay the SELLERS costs! Will the lender finance them in? If you DO have to, raise the price for even MORE.
- Escalation Clause – if that concerns you, say “with proof of competing offer.”
- Have the Buyer buy their own warranty.
- Give Seller a “moving allowance” to reduce the costs of them moving.



#13

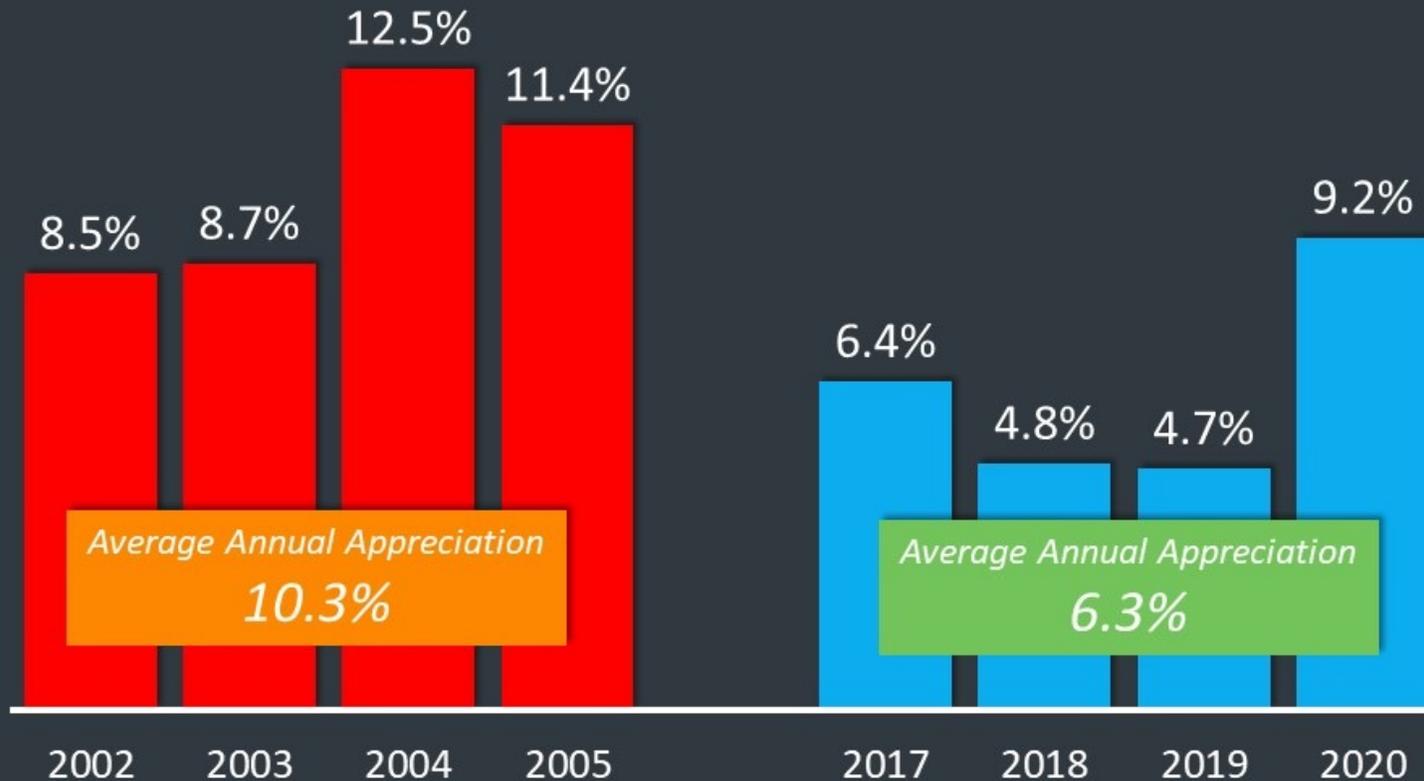
*“BE FIRST IN
LINE TO SAY
NO TO THE
HOUSE!”*

~Donna Stott

Stop being afraid to ask
the Buyer to **Offer the
ABSOLUTE BEST
PRICE** they are willing
to pay to **START!**

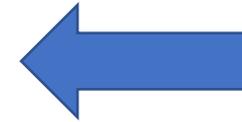
- They can get OUT of it a lot easier than getting INTO it!
- This is not the time to try to get a house for a “little less.”
- **It’s ALL about GETTING one vs NOT getting one! The good deal is GETTING one before it goes up more... and low interest rates if financing.**
- When you do NOT get one (get outbid) that new sales price is a COMP for the next listing, which means they pay more for the next one. Are you clearly explaining this? It does not HELP THEM to let them make low offers in a rising market. It hurts them.

Annual Home Price Appreciation

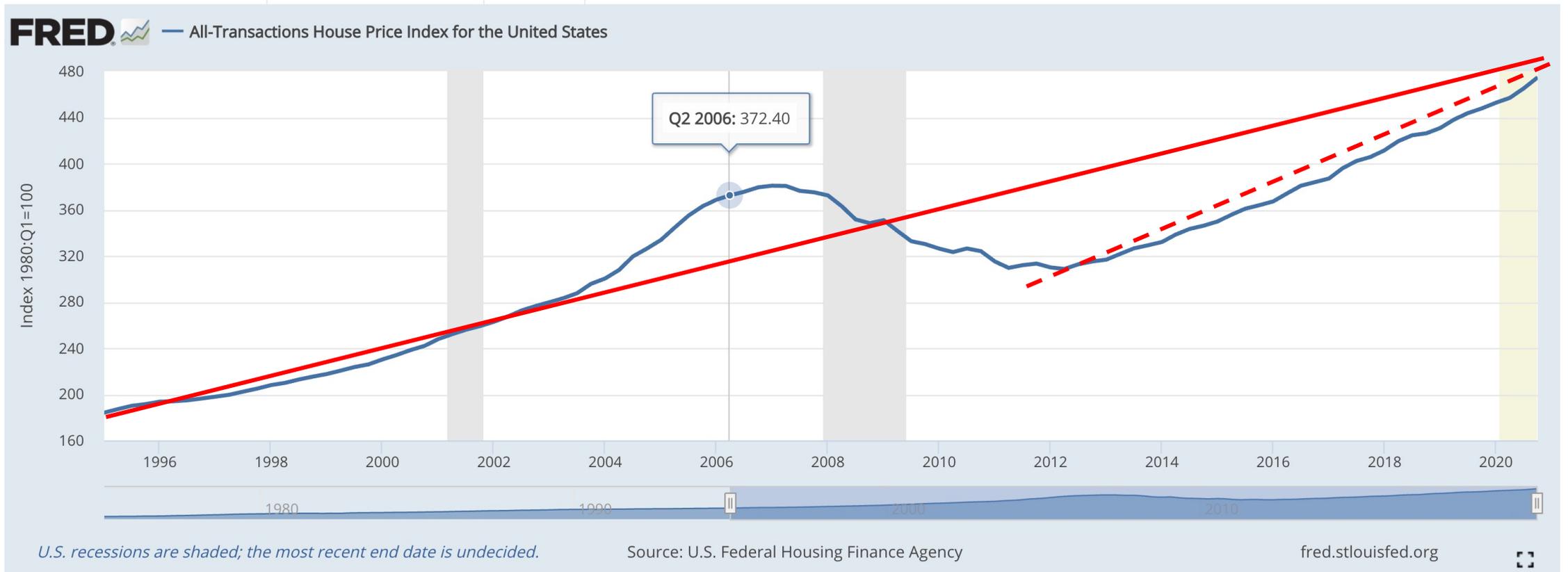


CoreLogic, Black Knight

We may be only
Scratching the
Surface.
Did you know this?



No one knows what
is coming... show
your Buyers this so
THEY can decide
what THEY believe!



Look at the Appreciation Angles.... Top is since early 90's. Bottom is since last recession. We are NOT overpriced.

National Homebuyers' "TYPICAL MORTGAGE PAYMENT"

Inflation-Adjusted Monthly Mortgage Payment That Buyers Commit To

**The typical mortgage payment used for this chart represents the inflation-adjusted monthly payment based on U.S. median sales price and assumes a 20% down payment, a fixed-rate 30-year mortgage, and Freddie Mac's average monthly rate. It does not include taxes or insurance.*



CoreLogic

Bonus TIP:

It really Isn't Price.
It's how much a month.
Did you know this?

Have you showed
your Buyers?

Try emphasizing
PAYMENT vs PRICE!
Rather than \$10K more... *it's*
\$2,000 more down
payment... and
\$35/month more.

**PRICE is less relevant when
it's financed... It's not the
PRICE... it's the PAYMENT!**

Tip #14

Little Used and **SUPER EFFECTIVE**
Offer to pay over appraisal when
you can't pay cash!

Buyer will pay up \$X over appraisal should
appraisal come in below sales price.

How much does the Buyer have EXTRA in cash?

Are they willing to pay over appraisal?

THIS MAKES YOU BETTER THAN A LOWER CASH OFFER!



TIP #15

~from YCM

Coaching Clients :
**If you have a
good
relationship
with a Home
Inspector, use
that influence
for your
Buyers!**

Get a home inspector to go to showings for a fee and do a mini- inspection so they can waive it without fear!

WANNA TAKE ME TO YOUR SHOWING?

This is only going to a select few realtors that I do inspections for during normal markets. This is not a normal market, and I can only watch so much daytime tv. I am offering my services to go with you and your buyers on a showing as a **consultant**. You and the buyer will receive a summary report the same day of any issues that we found at the walk through. Note: I can not inspect a very large home in 30 minutes...

CONSULTING FEES

Travel fee to the home \$35 flat fee + First 30 minute \$35 + Every 15 minutes after.

I can usually find all the major problems in the first 30 minutes and have it planned out to be both informative and thorough at the same time.

You and the buyer will receive a summary report only on the things we found at the inspection. If they want a complete full report this will cost \$425, and I can provide that if they are serious about the home.

DO NOT TELL ANYONE ELSE... this offer is for my Preferred Agents ONLY!

A person in a dark suit is holding a thick stack of US dollar bills. The bills are fanned out at the top, and the person's hands are visible at the bottom, holding the stack. The background is a bright, slightly blurred indoor setting.

Tip #16

Offer Non-Refundable Option Money – i.e.: *Buy an Acceptance*

This piggy-backs on a few others, but some offers are including to Sellers “Non-Refundable-Option-Money.” NO.... Not “under the table” but in addition to the offer!

Basically it’s “Take my offer and if I don’t buy it at the price and terms I am committing to in this offer, you can keep \$XX as damages. Even if I cancel you keep that money and you get it right NOW!”

Tip #17 – Sign up for KCM and get the slides you need to do a great Buyer's Presentation and keep it updated each month! I do and you can too. See their offer below – you can get it using my link: <http://trykcm.com/a3593>



Share your love for KCM with others!

end who joins, we'll give you **one free month** of KCM Membership and your friend a **\$25 gift card**.

<http://trykcm.com/a3593>



Tip #18

Create a 2021

Buyers Presentation

to PRESENT these tips
and educate the Buyer!

BONUSES



- **You can only control YOUR CHOICES and YOUR ATTITUDE!**
- You cannot control the Market, the mortgage rates, the Seller, the Listing Agent, **nor the other Offers**. You can't even control what the BUYER decides to do.
- You CAN control the OPTIONS you offer the Buyer to choose from.
- You CAN control the RESEARCH you do.
- **You CAN be aggressive!**
- And BEFORE YOU SHOW: **You CAN SHOW BUYERS a BUYER PRESENTATION and EDUCATE THEM PROPERLY. This may NOT be the market for them! Learn that BEFORE you show... Not after 3 weeks and 12 failed offers. *You CAN choose who you work with.***
- You CAN also REQUIRE a Buyer Broker Agreement that promises you get PAID. **Our MLS just had a listing offering ZERO to Selling office....**

SELLER NOT PAYING BROKER COMMISSION – 0% to Buyers Broker



1 / 26



City: Canton
County: Cherokee
Subd/Comp: Spring Creek

State: Georgia, 30115-4172
Lake: None

Lvls	Bdrms	Baths	Hlf Bth
Upper	0	0	0
Main	3	2	0
Lower	0	0	0
Total	3	2	0

SCHOOLS

Elem: Holly Springs - Cherokee
Middle: Dean Rusk
High: Sequoyah

Condition: Resale

Subtype: Single Family Residence

Sq Ft/Source: 1,222 / Appraiser

Levels/Stories: 1

Above Grade Finished Area:

Year Built: 1993

Below Grade Finished Area:

Acres/Source: 1.0000 / Public Records

Below Grade Unfinished Area:

Const: Frame

Foundation: Slab

Arch Style: A-Frame, Ranch



[Live Mortgage Info](#)

[Schedule a Showing](#)



Directions:

575-N Ext 11 Sixes Rd, Rt off of exit onto Holly Springs Pkwy. Lt on Toonigh Rd. Lt on Morgan Rd. Lt on Bradshaw Ln. Lt on Horizon Dr. Home on the Right.

Public:

Beautiful Ranch Home on 1 acre recently upgraded throughout the entire home. Established neighborhood in the Sequoyah District. Large beautiful level lot, newer granite counter tops, newer wood flooring, newer furnace, newer tile in bathrooms, newer vanities in both bathrooms, newer interior paint and newer stainless steel appliances and more. Perfect for first time buyer, a must see. NO HOA!

Private:

Seller not paying selling broker commission. Refrigerator is negotiable. Please schedule showing through Showingtime. [Schedule a Showing](#) and send offers to rick@oldstolper.com

Tough Love Script for Buyers

“Here’s what you need to Commit to”

- Are you willing to get 100% pre-approved AND have “proof of cash funds needed to close” to attach to an offer.
- Are you willing to make an offer IMMEDIATELY when we find the house... even if it’s not yet on market.
- Are you willing to make your BEST OFFER first - likely over full asking price.
- Are you willing to gift the seller time after closing to move or rent house before closing and pay rent to make your offer sweeter.
- Are you willing to pay over appraisal if you can do that. Or WAIVE appraisal if you have enough down payment and your lender will agree to it.
- Are you willing and able to pay your own closing costs or offer ***twice as much as you ask for back.*** (I need \$6K in closing costs so offer \$12K more than best other price)
Yes, you may have to pray for a kind appraiser for it to work or renegotiate later...
- Are you willing to accept all minor repairs and some major ones without asking for \$\$.
- Are you willing to jump through hoops to close as FAST as you possibly can before they get a better back-up offer and *try to get you to drop out.*
- Are you willing to do whatever it takes to buy the next house rather than let someone else create the next comp?



Thanks for the Collaboration Roberta Jenkins!