



Writing Your Offer

When we find the home that's right for you, I'll work diligently on your behalf to write a purchase agreement and negotiate favorable terms.

The Purchase Agreement

This is a written legal agreement which, if accepted by both you and the seller, binds the sale and begins the closing process. Among other items, it includes:

- The price you are willing to pay for the property
- The date of the closing and when you will assume possession
- Who is expected to pay any special assessments and property taxes
- Type of financing package you have chosen
- A list of items to be included in the sale (appliances and drapes, for example)

The Negotiation Process

Once the purchase agreement has been presented to the seller, the seller's agent will provide the seller's response to the terms of your offer.

The seller may accept, reject or submit a counter-offer for you to consider. With my counsel, you then have the option to accept, reject or counter their offer. Once you and the seller reach an agreement, necessary signatures are collected and the transaction moves on to the closing.



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The Home Inspection

Offers are often written "subject to home inspection," which means a buyer doesn't have to commit to purchasing the home until an inspection is completed and the results are reviewed. Once your offer has been accepted, it's wise to have the home inspected by a professional for an in-depth evaluation of the roof, foundation, mechanicals and other features.