

MAKING A PURCHASE OFFER

Several factors influence the market value of a home, and your agent plays a crucial role in providing the insights and information necessary for you to confidently make an offer. Considerations include:

- How long the home has been on the market
- If the price has been reduced
- How much the home is worth - your agent will provide a comparable market analysis (CMA) showing the list and sales prices for similar homes in your area
- If there are multiple offers
- Other items that might be included in the sale (furniture, hot tub, etc.)
- The "list to sale price ratio", an indication of how competitive the market is for homes in this area
- Why the seller is selling
- Whether the seller is offering an assumable loan or financing

Once the offer is written, your agent will present it to the seller's agent. Subsequently, the seller can accept, reject, or counter the offer, initiating the negotiation process. Your agent will collaborate with you to develop a strategic plan, ensuring the most advantageous terms and pricing within your budget.

