

THINGS TO CONSIDER (BENEFITS)

1. Require ALL offers to be in writing.

- Offers below Seller's required minimum could be communicated verbally only, if Seller so instructs.

BENEFIT

- Saves Time that would be wasted with 'lowball offers'.
- Saves STRESS

2. Require all lines in the contract offer to be filled in (including default language lines) and all appropriate boxes to be checked.

- Use the 'CCD'...Contract Completion Disclosure

BENEFIT

- GREATLY reduces the risk of an Escrow Deposit dispute.
- Saves Time with any back and forth to complete the offer.
- Eliminates lack of clarity and lack of confidence in the offer.
- Saves STRESS

3. Set a 'minimum' amount that all offers must EXCEED to be considered.

BENEFIT

- Eliminates 'lowball offers'.
- Saves Time & STRESS
- Most NET to Seller
- Confirms validity of Seller's List Price (or not)

4. Inform ALL Buyers to make their first offer their 'HIGHEST & BEST'.

- This means both Price & Terms

BENEFIT

- Saves Time and STRESS
- Most NET to Seller

*

5. Share the 'BEST' competing offer amount and terms with other Buyers?

BENEFIT

- Most NET to Seller
- Saves Time

*

6. Coordinate that ALL offers, will be responded to on a pre-set date, as opposed to considering each offer as it comes in and responding to it.

BENEFIT

- **Saves Time and STRESS**

*

7. Require written 'Proof of Funds' bank letter for cash Buyers and written lender 'Pre-

Approval / Approval' letters for mortgage Buyers to be submitted prior to **showing** or **submitting an offer?**

BENEFITS

- Saves Time
- Saves STRESS

*

8. Refuse offers being submitted if the Buyer has a contingency to sell their existing house first?

BENEFIT

- Lowers RISK
- Saves TIME
- Saves STRESS

*

9. Be selective and specific as to the type of financing a Buyer is getting to purchase the property?...e.g. cash only; cash and conventional loan only; government loan; type of government loan...e.g. FHA, USDA, VA, all of the above... etc.

BENEFITS

- Saves **TIME**
- Less **STRESS**
- Increases odds of a closing happening

*

10. Require all Buyers to ‘Pre-Qualify’ or get ‘Pre-Approval’ from **your** selected lender prior to offer being placed.

BENEFITS

- Saves TIME
- Lowers RISK
- Lowers STRESS

*

11. Require Buyers to use the Florida Realtors/ BAR ‘STANDARD FORM CONTRACT’ only. No AS-IS Contracts
(unless a cash investor).

BENEFITS

- Lowers RISK
- Lowers STRESS
- Saves TIME
- Reduces Escrow Disputes

*

12. Require Buyers to obtain a Best***BUYER!***
SCORE prior to them placing an offer.

N/A

*

13. Require a 'minimum' Best**BUYER!**
SCORE to place an offer.

N/A

*

14. Obtain a **HOMESCORE**[®] for the
property to be advertised in the MLS?

BENEFITS

- More NET for Sellers
- Saves TIME
- LESS STRESS

*

15. Advertise, in MLS, your
HOME SCORE[®].

BENEFITS

- Saves **TIME**
- Less **STRESS**

*

16. Require all attendees, at a 'LIVE' open house to register, with identification and contact information?

- DO NOT hold live Open Houses

*

17. Limit your 'Open House' activities to recorded Virtual Tours or 'LIVE STREAMING'.

BENEFITS

- Saves TIME
- Lowers RISK
- Less STRESS

*

18. Get a Pre-Sale Appraisal
Get a Pre-Sale Inspection
Provide a Home Warranty

BENEFITS

- Most NET
- Less STRESS
- Saves TIME