

OFFER

What we need from you...

- ❑ PRE-APPROVAL LETTER
- ❑ % OR \$ YOU INTEND FOR YOUR DOWN PAYMENT (IF ANY)
- ❑ YEAR TERM OF THE LOAN AND ANY OTHER SPECIFICS ABOUT YOUR LOAN
- ❑ LOAN OFFICER'S DIRECT LINE OR CELL NUMBER IF YOU HAVE IT

IF YOU NEED A RECOMMENDATION OF A PREFERRED LENDER, PLEASE CONTACT JOEY. WE WORK WITH THE BEST!

- ❑ IF ITS A CASH OFFER WE WILL NEED PROOF OF FUNDS (POF)
 - THIS CAN BE AS SIMPLE AS A SCREENSHOT OF A BANK ACCT WITH YOUR BALANCE > OFFER AMOUNT OR A LETTER FROM YOUR BANK.



JOEY KECK REAL ESTATE

kwELITE

KELLERWILLIAMS. REALTY

OFFER

The Terms

- NAME: (AS YOU WANT IT TO APPEAR ON THE TITLE)

- * IF AN LLC, TRUST, ETC WE WILL NEED A COPY OF THOSE DOCS TO PROVIDE TO TITLE *
- YOU CAN ALWAYS ADD SOMEONE TO THE TITLE AFTER CLOSING. THIS IS ADVANTAGEOUS WHEN YOU HAVE A SOMEONE WHO IS NOT ON THE LOAN BUT YOU WANT THEM ON THE TITLE WITH YOU. PLEASE LIST ANYONE YOU WOULD LIKE TO ADD HERE:

- ADDRESS:
- PURCHASE PRICE:
- EARNEST MONEY AMOUNT- TYPICALLY 1% OF THE PURCHASE PRICE (\$350K HOME = \$3,500):



OFFER

The Terms

- TITLE COMPANY PREFERENCE:

[Redacted]

- IF YOU DO NOT HAVE A PREFERENCE WE WILL MAKE A RECOMMENDATION BASED ON THE OFFER STRATEGY.

- WHO DO YOU WANT TO HOLD YOUR EARNEST MONEY? (TALK WITH JOEY ABOUT THIS STRATEGY)

- THE TITLE COMPANY
- KELLER WILLIAMS ELITE ← Recommended

[Redacted]

- WHAT DAY WOULD YOU LIKE TO CLOSE? (30-45 DAYS FROM THE OFFER DATE IS TYPICAL)

[Redacted]



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The Terms

- INCLUSIONS- (EXAMPLE: HOT TUB | FRIDGE | WINDOW TREATMENTS | TV OR TV MOUNTS) IF ATTACHED TO THE HOME IT TYPICALLY STAYS, BUT LET'S NOT CHANCE IT! LIST IT HERE:

FRIDGES DO NOT TYPICALLY STAY

- EXCLUSIONS- SOMETHING THE SELLER HAS SPECIFICALLY RESERVED OR SOMETHING YOU DO NOT WANT LEFT ON THE PROPERTY. (EXAMPLE: A PILE OF DEBRIS IN THE BACKYARD OR AN UNWANTED POOL TABLE)



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The Terms

- INSPECTION PERIOD- [REDACTED] DAYS
 - 10 DAYS IS NORMAL
 - 5-7 DAYS IS SHORT
 - 14+ IS LONG
- AFTER YOUR INSPECTIONS, WE NEGOTIATE THE TRR.
(TREATMENTS, REPLACEMENTS & REPAIRS)
- NUMBER OF DAYS TO NEGOTIATE THE TRR
- [REDACTED] DAYS
- 7 DAYS IS NORMAL ← Most popular
- 5 DAYS IS SHORT
- TITLE INSURANCE POLICY
 - ALWAYS RECOMMENDED



OFFER

The Terms

- SURVEY (CHECK ONE):

- BOUNDARY (PIN STAKE) SURVEY

- PRICE IS PROPERTY SPECIFIC BUT TYPICALLY > \$1,000
- THIS WILL TELL YOU EXACTLY WHERE THE PROPERTY LINES ARE AND THEY WILL BE MARKED WITH STAKES AT ALL 4 CORNERS
- THIS WILL SHOW ALL IMPROVEMENTS AND WHERE THEY ARE LOCATED IN RELATION TO THE PROPERTY LINES.

- MORTGAGE INSPECTION CERT (MIC)

- APPROX \$200
- REQUIRED BY LENDERS UNLESS YOU ORDER A BOUNDARY (PIN STAKE) SURVEY

- I DO NOT WANT A SURVEY OR MIC

* (NOT RECOMMENDED) *


Most popular

WHO PAYS?

(BUYER TYPICALLY PAYS FOR THE MIC OR SURVEY BUT YOU CAN REQUEST THE SELLER TO PAY FOR IT)

BUYER

SELLER



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The Terms

- NUMBER OF DAYS YOU ARE WILLING TO DELAY CLOSING FOR THE SELLER TO CURE ANY & ALL TITLE REQUIREMENTS.
 - ***IF TIME IS OF THE ESSENCE, YOU MAY WANT TO CONSIDER SHORTENING THE TIME YOU ARE WILLING TO WAIT (CALL JOEY IF YOU WOULD LIKE TO STRATEGIZE AROUND THIS)
 - I AM WILLING TO WAIT DAYS.
 - 30 DAYS IS TYPICAL
- WOULD YOU LIKE TO PURCHASE A HOME WARRANTY? (TALK TO JOEY ABOUT THIS)
 - ESTIMATED COST \$600- \$2,000

YES

NO



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OFFER

The Terms

- ANY ADDITIONAL TERMS YOU WOULD LIKE TO ADD TO THIS CONTRACT THAT WE HAVE NOT ADDRESSED?

YES

NO



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The Terms

- WHEN WOULD YOU LIKE THIS OFFER TO EXPIRE?
 - 24- 48 HOURS IS TYPICAL
 - DATE
 - TIME
- ONCE WE COMPLETE THIS TOGETHER:
 - I WILL WRITE YOUR OFFER.
 - IT WILL BE EMAILED TO YOU VIA DOCUSIGN.
 - AT THIS TIME, LET'S HAVE A PHONE CALL TO REVIEW EXACTLY WHAT YOU ARE SIGNING!

*** This is just a template, and not intended for any buyer to complete on their own. These questions are intended to help prepare the buyer(s).***

****** NO ONE SHOULD EVER EMAIL YOU WIRING INSTRUCTIONS FOR ANY REASON!!! BEWARE OF WIRE FRAUD. A CASHIERS CHECK IS THE SAFEST WAY TO BRING FUNDS TO CLOSING ******

