

Winning Buyer Tips



- 1.) Speed
- 2.) Local Preferred Lender
- 3.) Flexibility (seller's needs, rentback, quick or slow closing)
- 4.) Price Escalation
- 5.) Offer Expiration
- 6.) "Love Letter"
- 7.) KNOW THE MARKET
- 8.) Professional Guidance
- 9.) Stick to the Plan
- 10.) Non-contingent only
- 11.) Understand Point of Sale and City Requirements
- 12.) Inspections/Negotiations (Standard, Pass/Fail, Threshold \$)
- 13.) Appraisal Gap
- 14.) Homework Ahead of Time
- 15.) Seller Select Dates/Title
- 16.) Motivation