

## STEP 3A



TRI-COUNTY  
SUBURBAN  
REALTORS®

# OFFER & NEGOTIATION



## WRITING AN OFFER

When you are ready to make an offer, your REALTOR® will help you draft an offer to purchase agreement. This document is a formal proposal to the seller outlining the terms under which you agree to buy the property. This is done using a standard form called **The Standard Agreement of Sale for the Sale of Real Estate.**

## NEGOTIATING

As a buyer, you should not communicate directly with the seller; instead, your REALTOR® acts as a crucial intermediary. This arrangement allows you to benefit from your REALTOR®'s expertise in handling negotiations, ensuring your interests are well-represented. This back-and-forth communication **aims to reach an agreement on price and terms that satisfy both parties.**

## A DELICATE BALANCE

Negotiations are often described as a "dance," not a "contact sport." Your REALTOR® will help you maintain a respectful and strategic approach to ensure a **mutually beneficial outcome.**



## BUYER TIP

**Make a strong initial offer, and be as flexible as possible regarding contingencies.** This will capture the seller's attention, especially in a competitive market, and make your offer more attractive to sellers by showing flexibility.

**Trust your REALTOR®'s guidance, avoid making emotionally-charged decisions, and always be available for follow up from your REALTOR® after submission.**

## POSSIBLE OUTCOMES

### ACCEPTANCE

The seller agrees to your offer. Congratulations, you're one step closer to owning your new home!

### REJECTION

The seller declines your offer. This can be disappointing, but it's a normal part of the home buying process.

### COUNTEROFFER

The seller proposes changes to your offer, such as a higher price or different terms. This is an opportunity to negotiate and find a mutually agreeable solution.

Keep in mind, **the seller might also not respond at all**, especially in a competitive market. If this happens, don't be discouraged. Work with your REALTOR® to understand why and consider your next steps.

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