

# HOW TO MAKE AN OFFER ON A HOUSE IN 5 STEPS

1

## Decide How Much To Offer

The first step in making an offer on a home is to decide how much money you're willing to pay for the property. It's important to stay inside your budget, but you shouldn't just throw out a random number. You're looking for that sweet spot between getting the best possible price and not insulting the seller by making a lowball offer..

2

## Decide On Contingencies

Contingencies are basically escape clauses in a sales contract that allow buyers to walk away from a sale with their earnest money, which is essentially a type of security deposit. Common contingencies include the home inspection, appraisal, financing, title and – though it's far less commonly used today – the home sale contingency.

3

## Decide On How Much Earnest Money To Offer

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4

## Write An Offer Letter

Now that you've come up with an offer amount, it's time to convey that offer to the seller. If you're working with a real estate agent, they'll draw up the offer letter for you.

5

## Negotiate The Price And Terms Of The Sale

A seller can do one of three things when they receive your offer: accept it, make a counteroffer or reject it.

## LET'S CHAT



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