

## **1168 Bellwood — Offer Considerations for Buyers & Agents**

The sellers of 1168 Bellwood are looking for a thoughtful, well-structured offer that reflects both the value of the home and the seriousness of the buyer. While they are open to different approaches, the following terms will help position an offer strongly.

- **Price**
  - A purchase price that meaningfully reflects the quality, location, and condition of the home.
  - Competitive pricing will be an important factor in the overall evaluation of offers.
- **Contingencies**
  - Limited contingencies are preferred.
  - Home-sale contingencies are unlikely to be competitive.
  - Financing terms supported by a strong pre-approval or underwriting letter from a reputable lender.
  - Appraisal terms structured conservatively where possible.
- **Due Diligence / Inspection Period**
  - A focused due diligence period is preferred.
  - Ideally 5 days or less..
  - Inspections intended to confirm condition rather than materially renegotiate terms.
- **Earnest Money**
  - Earnest money of 3% or more of the purchase price is strongly preferred.
  - Prompt delivery of earnest money will be viewed favorably.
- **Closing Timeline**
  - Sellers are flexible on closing timing and are open to a timeline that aligns with the buyer and lender's ability to perform.

- A shorter closing period, when feasible, will strengthen an offer.
- **Post-Closing Possession**
  - Flexibility for the sellers to remain in the home for up to 60 days post-closing is highly valued. Knowing we have some flexibility would be valuable. Not to say the full 60 days would be needed.
  - Terms can be structured through a temporary occupancy.
- **Overall Structure**
  - Clean contracts with limited special stipulations are preferred.
  - Buyers who demonstrate clarity, readiness, and a collaborative approach will stand out.