



## Answers to Buyer Agent Common Questions

Good agents often call us requesting seller preferences or a “wish list”—so we’ve gathered them here for easy reference. Feel free to use at your discretion!



### In-Person Tour

Did all key decision-makers tour the home in person?

Yes / No (Virtual showings don’t count.)



### Closing & Occupancy

At Closing is preferred.

A week-after closing is also appreciated, if possible.



### Preferred Closing Attorney

Justice Choate

Campbell & Brannon

664 Seminole Ave NE, Suite 103, Atlanta, GA 30307



404-446-3930



### Earnest Money

The seller prefers:

- 2% minimum for financed offers
- 4% minimum for cash offers
- Funds deposited promptly, please and thank you!



### Cash vs. Financing

- Cash offers: Please include verifiable proof of funds
- Financed offers: Include a pre-approval letter from a local lender and confirm all documents have been submitted

Need a local lender? We’re happy to recommend:

- Julie Beaty, Highland Mortgage – 404-456-1725
- Stewart Sadler, Cornerstone Mortgage – 404-441-4765



### Contingency Timing

Seller preferences:

- Due diligence: 6 days or less
- Appraisal contingency: 15 days or less
- Financing contingency: 12 days or less



### **Appraisal Gap**

If your buyer can cover a potential appraisal gap, the seller would appreciate clear terms—and proof of funds, of course.



### **How to Submit Your Offer**

- Submit on GAR forms in PDF format only (no links, please)
- Email to:
  - jo@gipsongroupATL.com
  - team@gipsongroupATL.com
- After sending, text Jo at 404-405-5363 to confirm receipt



### **Thank You!**

We appreciate your professionalism and look forward to a smooth transaction.