

174 Bluebird Lane Multiple Offer Tips:

These are merely suggestions for terms that would be potentially attractive to the Seller in an offer. None of these are requirements for terms for any offer and all the terms of any offer will be considered.

- *Strong initial offer price. Escalation clauses are allowed and can be useful; however, suggest a strong opening price to your buyer. If you are going to use a no-cap escalation then make sure your buyer understands what that means and be prepared to perform. If your buyer really has a cap then use that in your language.
- *No cap or minimum valuation appraisal gap. Do not enter an appraisal objection or appraisal resolution deadline in the offer if your buyer is willing to cover any low appraisal amount.
- *Inspection termination only. If your buyer isn't willing to offer that aggressive then next best would be something similar to "Buyer will do an inspection; however, any inspection requests will be limited to life safety, roof, structural, sewer or major systems requests deemed to cost more than \$x,000." Please refrain from using any "as-is" language. The contract already states the property is sold "as-is" and adding additional language is not helpful or necessary.
- *Non-refundable earnest money (partial or full) at time of MEC and/or after inspection termination (resolution) deadline. Increasing the earnest money is great but it's not much of a differentiator unless you're going to make part of it non-refundable after inspection.
- *Quick dates, especially inspection & closing. These sellers have already found a replacement property. A few days to move out after closing would be appreciated.
- *Buyer paying for title insurance and/or covering entire closing services fee.
- *Provide full pre-approval letter from buyer's lender or POF for a cash buyer.
- *Possession: Seller would appreciate 3-5 days after closing/delivery of deed/funds. The Seller is interested in a 6-12 month leaseback of the shop while they build their new home.
- *The Well Permit number is 227626. A copy of the permit can be found in the REColorado documents section and on the property website.**
- *The contract is subject to the recording of the subdivision plat that separates the parcel into two. A copy of the subdivision plat can be found in the REColorado documents section and on the property website.**
- * Offer submission deadline Tuesday, June 28, 2022 at 11:00 am. Acceptance deadline minimum 24 hours please.**

Listing Agent will be available for phone calls, texts, and emails and will make time to return calls and respond to texts & email. Please refer to this document and feel free to share with your buyers as well. ShowingTime email updates will be used to keep everyone informed throughout the weekend. If you have opted out of ShowingTime notifications, you might want to consider opting back in. Number of offers, concessions offered, and range of offer prices will be disclosed. **We understand the market is challenging. We will adhere to the referenced offer review deadline. No exceptions. Please don't ask. We are committed to consumer fairness, transparency, and inclusivity. If the seller directs any change to this timeline, you will be notified in advance. Thank you!**



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