



Preparing For The Offer

In slow economic times, offers to purchase routinely come in “low” whereas in healthy economic times, offers are closer to the asking price. Do not be offended by any offer received. Be offended by buyers who tour your property and don’t submit an offer.

- ◆ **ACCEPTANCE.** Signed by all parties, dated, delivered... congratulations, you’re on your way to having your property sold!
- ◆ **REJECTION.** Unconditional... unfortunately, your home is still on the market.
- ◆ **COUNTER OFFER.** Any change to the contract constitutes a counter offer. You are now in the renegotiation stage.
- ◆ **NO ACTION.** Equals rejection. Your home is still on the market.

