

Offer FAQs for Buyers & Agents

# 1705 Blue Spruce Road

Reno, NV 89511

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As fellow agents working with buyers in this market, we fully understand the potential competition for every listing and want to provide you and your buyers an equal opportunity to put your best foot forward. We have prepared this FAQ sheet as a service to you and your buyers to ensure you have all the information needed to write a compelling offer for the seller.

## **Intent to Close**

Demonstrate your ability and intent on closing the deal, not just writing an offer that can beat other offers that leaves ambiguity and risk to the sellers. Things like increased EMD, guaranteed EMD or a portion of EMD released, and contingency waivers could be considered in a multiple offer situation.

## **Be Thorough**

Understandably, some offers are written quickly; however, errors or omissions in the offer require sellers to send counter offers to correct the mistakes or leave uncertainty regarding fees, personal property transfers, etc. Don't leave the required boxes blank. The best offers will not require counteroffers.

## **Closing Timeline**

The sellers would prefer a faster close, but can be flexible with the buyer's needs based on the other terms.

## **Appraisal Coverage**

Buyers are advised to strengthen offers with verbiage to cover differences in appraised value should the offer exceed asking price. It is recommended that you provide proof of funds and increased EMD to demonstrate ability and willingness to perform such coverage.

## **Rent Back**

No rent back is needed.

## **Title/Escrow**

Title has been opened with Jennifer Sammons at First Centennial Title, selected by the sellers.

## **Contingent Offers**

The seller would prefer non-contingent offers but is open to those that show strong ability to close and offer reduced risk to the sellers (such as being in contract, ready to close, etc)

## **Disclosures**

Please review and sign the Seller's Real Property Disclosure as well as the other attached disclosures in associated docs.

**Personal Property**

The washer and dryer are available to include as personal property with the sale.

**Fixtures**

All fixtures are included in the sale. For clarification, the refrigerator and other appliances are all built in as fixtures and are included with the sale.

**Repairs**

The sellers have made a lot of improvements and upgrades to the property and would prefer not to make additional improvements but are open to reasonable requests based on inspections.

**Personal Letters**

The sellers have asked not to receive personal letters with the offers. There are so many wonderful buyers out there and the sellers have chosen to make their decision on other factors.

**Showing Availability**

A listing agent will be present at each showing. Please request a time through Showingtime or contact Stephanie Klausner at 208-740-8471 to schedule a private showing.

**Presenting Timelines and Expiration of Offer**

Offers received over the weekend will be presented on the next business day. Send offers to

Dsmith@dicksonrealty.com

**Thank you!**