3 Things That Make You a More Competitive Buyer.

Everything set, and ready to go up front!

Sellers love organized buyers, it makes them feel good that you are committed and ready to buy. They need to WANT to take their house off the market, for you.

I want to make this a 5 Star experience for you!

1. Letter of Pre-Approval not more than 30 days old.
2. Buyer’s letter
3. $1000 Offer Deposit available, to write a check (that doesn’t bounce.) No cash accepted.

I have recently had good luck with buyers offering a $2500 deposit with an offer. It shows up strong.

Typically, a total of a 5% deposit is due at the Purchase and Sale, this $2500 is part of that amount, albeit a little early.

Need your letter of Pre-Approval? Seller’s agents vet the lender in your offer. They call them and ask about their ability to close on time. I have had offers turned down when the lender is out of state, Bank of America or Quicken. Seller’s agents want an institution with a track recorded to close on time. Don’t we all?

Consider a lender/ attorney team that works efficiently together. I have a several lenders with preferred attorneys, they understand each other’s process and new TRID lender requirements. My lender/mortgage advisor will show you how to shop rates and the total cost of the loan. You can still shop rates until it is time to formally apply. I like flat fee attorneys, you can ask as many questions as you want. Get attorneys involved early If you want their expertise.

What is a buyer’s letter? I can send you several samples so you can move your purchase from a transaction, to inviting in the human element! Moreover, in the case of multiple offers, my buyer’s letter often win, sometimes over higher offers!

Bring your checkbook when we go shopping! The check is always made out to the listings agent’s office. They hold escrow for the transaction. It’s hard to believe, no credit cards or electronic transfer yet in real estate!

The second deposit check is due at Purchase and Sale, usually 5% of the selling price. Move money so it is available and I don’t have to explain to the seller why their buyers check bounced. Really, sellers become less friendly and less eager to negotiate at home inspection, if the buyer’s check bounces. Put yourself in their shoes. They have to pack up, move, and TRUST this will happen.

I have recently been using an escalation clause to win properties in a hot seller’s market. We can talk about this.

Susan Mogren Realtor GRI, SRS, SRES, ABR

*Results That Move You*

[www.DoorbellRealty.com](http://www.DoorbellRealty.com)

Text/Call 508-269-7677