



## **Be Prepared: Key Points of the RSP Offer to Purchase**

The Offer to Purchase is the most important document in any real estate transaction. It reflects the full agreement between the buyer and seller and becomes legally binding once an offer is accepted and that acceptance is communicated.

At Your Realty PRO, we guide you through each part of this process to ensure your offer is strong, strategic, and tailored to your needs. Here are the core elements you should be familiar with:

### **1. Purchase Price**

While the purchase price is a critical component, it's not the only negotiable term in an offer. We conduct a detailed analysis of comparable properties to help ensure the seller's price aligns with fair market value. Once under contract, your lender will order an appraisal to assign a confirmed value to the home.

### **2. Due Diligence**

This is your time to thoroughly evaluate the property and surrounding area. The due diligence process allows you to:

- Order home inspections
- Review documents
- Assess repair needs or environmental concerns
- Understand zoning, HOA rules, or school districts

This step is crucial to reduce risk and avoid surprises after purchase.

### **3. Due Diligence Period**

The due diligence period is a set time frame written into the offer. During this period, you can conduct inspections, appraisals, surveys, and gather any information necessary to decide whether to move forward with the purchase.

### **4. Earnest Money**

Earnest money is a deposit made to show your serious intent to purchase. The amount is negotiable and usually represents a small percentage of the purchase price. It may be held by the seller's agent or attorney and is often applied to your closing costs or down payment if the transaction closes.

### **5. Closing Date**

The closing date is when the ownership of the property officially transfers to you. Typical closing timelines range from 30–45 days, but this can be negotiated based on your needs and the seller's availability.

### **6. Seller-Paid Closing Costs**

In some cases, buyers request that the seller help cover some of their closing costs. This can reduce your upfront expenses and is especially helpful in certain market conditions. We'll strategize the best approach depending on your financial situation and the strength of the overall offer.

### **7. Additional Negotiable Terms**

Every offer is unique. Other negotiable items may include:

- Home warranties
- Personal property (appliances, furniture, etc.)
- Contingencies (financing, sale of buyer's home)
- Addenda or special conditions

**At Your Realty PRO, we take pride in crafting offers that are personalized to your goals and positioned to succeed in any market.**

# **YOUR REALTY PRO**