

NEGOTIATIONS



after an offer is submitted:

WE CAN:

- **ACCEPT THE OFFER**
- **DECLINE THE OFFER**

If the offer isn't close enough to your expectation and there is no need to further negotiate.

- **COUNTER-OFFER**

A counter-offer is when you offer different terms to the buyer.

THE BUYER CAN THEN:

- **ACCEPT THE COUNTER-OFFER**
- **DECLINE THE COUNTER-OFFER**
- **COUNTER THE COUNTER OFFER**

You can negotiate back and forth as many times as needed until you can reach a mutual agreement or someone chooses to walk away.

OFFER IS ACCEPTED:

You will sign the purchase agreement and you are now officially under contract! This period of time is called the contingency period.

Now inspections, appraisals, or anything else built into your purchase agreement will take place.