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# In a “seller’s market”

## 5 ways to make your offer stand out from the competition

The supply of available homes around metro Atlanta is lower than the number of people searching. That supply-demand mismatch makes it a true seller’s market. If you find a home you love, be aware that the owner might receive multiple offers. These tips can help make your offer more stand out from the crowd and be more competitive.

1

### Get Pre-Approved

Sellers want to know that buyers who plan to take out a mortgage won’t run into problems that can jeopardize the sale. Getting Pre-Approved (*beyond Pre-Qualified*) by a lender and submitting the Pre-Approval letter with your offer helps the seller feel more confident in your offer and you can close.

2

### Limit Special Stipulations

Stipulations are unique requirements in your offer that require the seller to pay for or perform something. Examples can be a home warranty, termite bond, or professional cleaning. In a competitive bidding situation, stipulations can make your offer less appealing.

3

### Submit higher than average Earnest Money

Buyers submitting an offer will typically offer Earnest Money about 1% of the proposed purchase price. Putting down a higher amount, say 2-3%, can signal to sellers that you’re serious about buying and closing on the home.

4

### Offer aggressive but achievable Contingency periods

The most common buyer contingencies in real estate contracts are for buyers to obtain financing, conduct the appraisal, and for due-diligence, such as time for a home inspection. Sellers appreciate buyers who commit to quick completion of agreed-to contingency periods.

5

### Make your Highest and Best offer out of the gate

Plan to make your highest and best offer from the get-go because there’s no guarantee you’ll get a second chance to make it better later. Know that you giving it your best shot.

I’ll be happy to answer questions – no obligation.  
 Call me, email or send a text 678-427-7107