



Atomic Realty, LLC. Website AtomicRealty.net
Qualifying Broker David Houck
Email Dave@AtomicRealty.net Phone 505-208-0480

Buyer tips for Making a Successful Offer in Today's Market

While there are no guarantees when making an offer, the list below includes strategies we believe will help maximize your chances of success.

Negotiate your Broker Commission and sign a short time period agreement prior to engaging a broker. Ask your broker how to terminate your agreement if you want to change brokers. If you're planning to ask the seller to cover your broker's commission, remember it reduces their net and may weaken your offer compared to others. All commissions are negotiable—talk to your broker about negotiating your buyer broker commission before you sign.

Work with Full-Time Realtors

Buying a home is one of your biggest investments, it deserves full-time attention from a real estate professional. Would you trust a part-time financial planner with your 401(k)?

Ask About Broker Education & Experience

How long have you worked in real estate?

What formal real estate education or certifications do you have?

How many transactions have you personally completed this year?

Experience and education matter when navigating a complex purchase like a home.

Get Prequalified

Most sellers won't consider offers without a prequalification letter from a lender. This step shows you're a serious, capable buyer and helps strengthen your position.

Be Realistic About Inspections

Some buyers attempt to misuse inspections as a second negotiation tactic, which often backfires. If there's a legitimate issue, request a fair credit or repair. Remember, by the time you're at this stage, you've already invested in inspections and likely other fees. Unreasonable demands can cause sellers to reject your offer out right.



Consider Waiving Additional Inspections

Many sellers perform pre-listing inspections and share the results. If all inspections have already been done to your satisfaction, waving additional inspections may help your offer stand out.

Respect Seller timelines

If a seller requests a 48-hour response time, honor it. Trying to force their hand with a shorter deadline—especially when they may be traveling or moving—can lead to your offer being ignored.

Offers made contingent on the sale of your existing home are usually weaker offers. Rather than making the weaker contingent offer ask your lender if “Refi or Recasting” could be an option, and make a non-contingent offer. Not all loan types or lenders offer recasting, so be sure to confirm its available to you.

Avoid Empty Threats or Pressure Tactics

Threatening to walk away if your offer isn’t accepted quickly rarely works and may alienate the seller. Keep negotiations respectful and constructive.

Avoid “Lowball” Offers

If a home is overpriced or in poor condition, it may be better to walk away than to make a dramatically low offer. If you do offer below market, understand the risks and don’t expect a warm reception.

Base Your Offer on Market Data

Work closely with your broker to determine a fair price based on condition, location, and recent comparable sales. If your offer is too high, it may not appraise, too low, and it won’t be accepted.

Offer Terms That Benefit the Seller

Some sellers value flexible closing dates, while others may want to rent back the home for a short time. Tailoring your offer to accommodate seller needs can make you more competitive.



Atomic Realty, LLC. Website AtomicRealty.net
Qualifying Broker David Houck
Email Dave@AtomicRealty.net Phone 505-208-0480

No Broker is more likely to get your offer accepted than any other broker.

All offers must be presented to the seller.

Communicate Honestly with Your Broker

Trust and communication are essential. Be open about your goals and limitations. Your broker is your advocate, and they cannot share your confidential information. If you don't feel comfortable with your current broker, it may be time to find someone else.

Generalized Market snapshot Los Alamos County. 7-17-25

Single family homes: Average days on the market 76. # active on market 45

Single family homes Under 2000 sq ft \$364/sq ft. Over 2000 sq ft \$294 / sq ft

Townhomes /Condos: Average days on the market 75. # active on market 20

Townhomes /Condos: Under 2000 sq ft \$17/sq ft. Over 2000 sq ft \$254 / sq ft

David Houck is the Qualifying Broker of Atomic Realty. With over 40 years in real estate, a background in math, physics, and law, David brings deep expertise and integrity to the table. He also serves on the New Mexico Association of Realtors Forms Committee, helping shape clear, consumer-friendly real estate contracts.