



*HOW TO
COMPETE
WITHOUT
**OVER
PAYING***

*THE BUYER'S
OFFER PLAYBOOK*



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15 TERMS THAT HELP YOU WIN WITHOUT OVERPAYING

This guide outlines the exact terms we review with our buyers to strengthen an offer without taking on unnecessary risk. Not every term is right for every buyer. We'll help you choose the safest combo for your situation.

FINANCING STRATEGIES

- Offer an appraisal gap waiver
- Pay the seller's NJ Realty Transfer tax
- Provide larger upfront deposit amount
- Provide proof of funds for down payment funds
- Strategic escalation with a cap (when needed)
- FHA/VA: Plan for potential lender-required repairs (when applicable)
- Pay Cash

INSPECTION AND CONTINGENCY STRATEGIES

- Limit inspection requests to major structural, mechanical, or environmental items
- Buyer agrees to waive the first \$5,000 of requested repairs/credits (in aggregate)
- Shorten timeline for appraisal/inspection contingencies

CLOSING AND POSSESSION STRATEGIES

- Offer flexible closing timeline
- Offer free occupancy post closing
- Offer extended occupancy post closing
- Offer seller the ability to leave any unwanted personal items behind
- Provide the seller with a budget towards moving expenses

Every offer is different. This guide is educational, not legal advice. We'll help you choose terms that fit your situation



Scott Stewart
201-841-0316
scott@scottstewartrealestate.com



Want us to build your winning-offer plan? Scan to book a 15-minute strategy call

