

Winning Offer Checklist

Step 1: Know the Market

- ☐ Determine if it's a buyer's or seller's market
- ☐ Review comparable sales with your agent
- ☐ Look at list-to-sale price ratios
- ☐ Set a realistic max budget and offer range

Step 2: Price Your Offer Strategically

- ☐ Offer at or slightly above asking in a competitive market
- ☐ Negotiate if the home has been on the market a while
- ☐ Double-check monthly payments and closing costs
- ☐ Ask your agent for a smart pricing strategy

Step 3: Strengthen Your Offer Terms

- ☐ Increase your earnest money deposit
- ☐ Shorten your option period if confident
- ☐ Offer a flexible closing date for the seller
- ☐ Minimize repair requests to reduce friction

Step 4: Be Ready for the Option Period

- ☐ Schedule the inspection immediately
- ☐ Negotiate repairs or price reduction if needed
- ☐ Be prepared to walk away if necessary
- ☐ Track all option period deadlines

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Step 5: Avoid Common Offer Mistakes

- ☐ Don't lowball in a hot market
- ☐ Don't waive inspection unless advised
- ☐ Confirm the home will appraise
- ☐ Stay within budget - don't overbid emotionally

Step 6: Final Steps Before Closing

- ☐ Review appraisal report
- ☐ Negotiate appraisal gap if needed
- ☐ Complete final walkthrough
- ☐ Ensure loan and funds are ready

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Bonus: Offer Review Worksheet

Property Address	Offer Price	Earnest Money	Contingencies	Strengths	No

Need help structuring your offer or winning in a competitive market?
Contact Bren Brewer at bren@soprotx.com or call 281-468-5145 to get expert advice and personal support.