



Offer Guidelines for most commonly countered terms.

On behalf of the Seller, we'd like to thank you and your Buyer(s) for the interest in this property. In order to expedite counteroffers and present your offer in the best possible position, please note and complete this form along with the following most commonly countered terms:

- ☐ 1. Use this checklist. **This form should be signed and submitted with your offer.**
- ☐ 2. Only fully completed and signed written offers will be considered. Letters of intent will not be considered.
- ☐ 3. The property must have been viewed by Buyer or Buyer's representative.
- ☐ 4. **Initial / sign where appropriate offer package attachment found in the MLS and include them with your offer. (This will include if applicable- just the 1st page of any attached inspection as part of the Seller's disclosure(s))**
- ☐ 5. **EMD (Escrow Deposits) should be an amount equal to 5-10% (higher, is stronger) of the sales price.**
Let's discuss if the need for less is requested (FHA/VA).
- ☐ 6. Offers will be presented as received but please allow **at least 2 BUSINESS** days for a response from Seller and avoid weekends-holidays for the **time of acceptance deadline**. In the event of multiple offers, Seller may choose a specific date/time to review **but is under no obligation to do so and may decide to move forward with any given offer, at any given time, regardless of the order received.** Friday as a Closing date is typically not a good idea. Think delays.
- ☐ 7. Inspection Period should be **10 days** or less.
- ☐ 8. Loan approval should be **21 days** or less.
- ☐ 9. Items needed for type of Offer: Let's discuss if the need for less is requested.

Items Needed Terms:	Cash	Financed	Jumbo	Non-QM
Current Proof of Funds / Assets:	Yes	YES to all Sufficient to cover Down Payment + Closing Costs		
DU and/or Pre-approval: Must state that Buyer docs (income, credit, tax returns, etc) were verified.	n/a	Yes Either/Both (Stronger)	Yes Pre-approval	
Down Payment Minimums:	n/a	Varies	10% Under \$1.5m 20% Over \$1.5m	20%

Please note as signed below that the Seller has requested and authorized to hold presenting incomplete offers

Please sign below and submit this sheet with your offer.

Buyer's Broker / Agent: _____

Buyer(s): _____

Buyer(s): _____

Karly Jo Dodds

Seller(s): _____

Seller(s): *Zane Quinten Dodds*