



## **JOAN'S STRATEGY**

TO BEAT COMPETING OFFER(S)

1. Ask the listing agent what they want to see in an acceptable offer.
2. Don't bug the listing agent by calling hourly.
3. Offer to pay cash and submit verification of funds.
4. Offer substantial earnest monies.
5. Make the earnest money non-refundable.
6. Shorten inspection periods.
7. Offer to buy the property "as is".
8. Waive the appraisal contingency.
9. Offer to pay any HOA transfer fees.
10. Waive any qualifying contingencies.
11. Use the listing agent's title company.
12. Don't ask the seller for any buyer closing costs.
13. Use an "escalation clause" that outbids other offers. Ask for a copy of the best offer.
14. Ask listing agent what other offers have been received & when they will be presented.
15. Be 25% more assertive than usual.