

COMPETITIVE OFFER GUIDELINES FOR Property Address _____

| | YES | NO |
|--|--------------------------|--------------------------|
| Offer at or above asking price | <input type="checkbox"/> | <input type="checkbox"/> |
| No Seller paid closing costs | <input type="checkbox"/> | <input type="checkbox"/> |
| Conventional financing or cash | <input type="checkbox"/> | <input type="checkbox"/> |
| Tailored to Seller's needs | <input type="checkbox"/> | <input type="checkbox"/> |
| Connect with Listing Agent in advance | <input type="checkbox"/> | <input type="checkbox"/> |
| Largest possible earnest money submitted with offer | <input type="checkbox"/> | <input type="checkbox"/> |
| Eliminate contingencies and/or tighten deadlines | <input type="checkbox"/> | <input type="checkbox"/> |
| Personal property excepted | <input type="checkbox"/> | <input type="checkbox"/> |
| Pre-approval letters (and credit report included) | <input type="checkbox"/> | <input type="checkbox"/> |
| Letter/email from Lender promoting Buyer's strengths | <input type="checkbox"/> | <input type="checkbox"/> |
| Personal note from Buyer to Seller * | <input type="checkbox"/> | <input type="checkbox"/> |
| Acceleration (Escalation) clause | <input type="checkbox"/> | <input type="checkbox"/> |
| Appraisal guarantee | <input type="checkbox"/> | <input type="checkbox"/> |
| Use Seller's title company | <input type="checkbox"/> | <input type="checkbox"/> |
| Offer to pay fees typically paid by Seller | <input type="checkbox"/> | <input type="checkbox"/> |
| Contract written "as is" | <input type="checkbox"/> | <input type="checkbox"/> |
| Seller does not need to clean or remove debris | <input type="checkbox"/> | <input type="checkbox"/> |
| Willing to make best offer first | <input type="checkbox"/> | <input type="checkbox"/> |
| Seller allowed to stay in property after closing rent free | <input type="checkbox"/> | <input type="checkbox"/> |
| Offer Comparison Spreadsheet prepared | <input type="checkbox"/> | <input type="checkbox"/> |

Buyer's Signatures _____ / _____ date _____