

# Received Offer Analysis



## Offer Strengths

The offer has the following benefits to the seller:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## Offer Weaknesses

The offer has the following drawbacks to the seller:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## Follow Up Questions with Buyer Broker

Clarifying questions and inquiries for the buyer broker:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

## Follow Up Questions with the Lender

Inquiries for the lender:

1. Has the buyer completed a full loan application?
2. Has the buyer submitted financial documents for review?
3. Have you verified the buyer's down payment and funds to close?
4. Do you anticipate any issues with appraisal or the contract closing date?
5. \_\_\_\_\_
6. \_\_\_\_\_

## To-Do List

- Offer Terms Breakdown Sheet
- Estimated Seller Proceeds (CW Title Site)
- Buyer Broker Follow-Up Questions
- Contact Lender
- Consider Possible Points of Negotiation
- Send Complete Offer and Terms Breakdown Sheet to Seller
- Schedule a Call with Seller

## Possible Points of Negotiation

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_