

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.