



Real Estate Times

with Suzanne Dingley

TIME IS MONEY

Whether buying or selling a home, the “offer to purchase” is the starting point for bringing about a sale. If the sellers do not accept an offer outright, they may make a counter-offer, which the buyers may likewise accept or counter again.

In the interest of speed and success, it's best to keep counter-offers to a minimum. If you are trying to sell with urgency, be sure to weigh the buyers' offer against your need to move quickly. Perhaps the value of the concession is quite small against the profit you'll see upon a sale.

If you, as a seller, are asking \$200,000 and receive an offer of \$196,000, that's equivalent to just 2% less, which is like offering \$.98 instead of \$1. Similarly, buyers must also be realistic about the possible costs of "over negotiating" in today's rapidly changing economic atmosphere.

As a buyer, if you pass on the sellers' counter-offer now, and decide to walk away and begin your home search over again, you could be facing higher interest rates and/or rising home prices. Today, time literally is money and the longer you postpone your purchase, the more it will likely cost you.

Before making or accepting an offer, discuss the offer and counter-offer process with your Realtor® so that you know what to expect and can be more prepared to see the deal to a successful close.

*For responsible service in all your
Real Estate needs, call*

The Suzanne Dingley Team

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Free consultation

