



1. ACT FAST!

When you receive a counteroffer, you should respond quickly — ideally within 24 hours.



2. RAISE YOUR PRICE.

While you obviously don't want to overpay for a house, you may have to up the ante — especially if you initially made a lowball offer.



3. INCREASE YOUR EARNST MONEY DEPOSIT.

Increasing your earnest money deposit (EMD) is another way to show the seller you have more skin in the game.

5 TIPS FOR SUCCESSFUL NEGOTIATIONS

FOLLOW THESE GUIDELINES TO SNAG THE HOME OF YOUR DREAMS!



4. LET GO OF A FEW CONTINGENCIES – WITH CARE.

Reduce the number of contingencies you're asking for, but be selective. While you may waive a termite inspection if the risk is low, avoid skipping over the inspection.

5. ASK FOR FEWER CONCESSIONS.

When making an initial offer, you have the option to ask the seller for concessions, which effectively lower the seller's net proceeds from the sale.

Removing the concessions you would have otherwise received at settlement puts cash back in the seller's pocket — and can improve your bid.

These are just a few ways to strengthen your offer.

TALK TO YOUR REALTOR® TO LEARN OTHER WAYS YOU CAN NEGOTIATE YOUR WAY INTO A NEW HOME.

Source: HouseLogic.com, 2021

