



Terry Story's Real Estate Survival Guide

There is more to negotiate than just price

A lot can be left on the table if you only negotiate on price as either a buyer or seller. Either party can find advantages if they only know where to look. For example, a buyer might pay more if you can close less than 30 days or a seller might accept less if you allow them to remain in the house a little longer after closing.

Here are a few points to consider:

1. Earnest money- Sellers might want to secure as large of a deposit as possible. In the event the buyer decides they might want to withdraw from the contract when there are no contingencies, the buyer might think twice before canceling the contract and forfeiting their deposit money.
2. Remove finance contingency-Buyers, if you are in a position to pay cash, you might get a better deal. You can go get a mortgage after closing in many cases and the saving might be worth it. If you are in a bidding war with another buyer, cash should make you more attractive than someone obtaining a mortgage if you are offering a little less.
3. Inspections- Sellers, consider hiring an inspector prior to putting the home on the market. This way you know the defects and can negotiate possibly a better deal versus waiting for the buyer to do their inspection, only to discover many things wrong and request you to make the repairs. If repair items are identified earlier in the process, it might save the seller money in the long run by taking the time to hire someone to make the repairs versus possibly just giving a monetary credit for repair items. The actual cost of repair might be less than the inspector's estimates and could save a lot of money.
4. Closing Costs. Here is an area that can work to the buyers. As a buyer, why not add in the contract, seller to pay 3% towards buyers closing costs and pre-pays. This way as a buyer, you have cash on hand to make some repairs or improvements when you move in.
5. Personal property- Many times a seller has furniture they want to upload and really it does not hold any real value. As a seller, you might consider throwing in some of these items to seal the deal sort of speak. Another good item is to purchase a home warranty for the buyers. This might give them peace of mind on any concerns they might have of the property condition especially on aging appliances.

For More Information visit my site at: www.TerryStory.com or call me at 561-945-4348.