

How to Write a Great Offer

Dear Agents,

Thank you for your interest in this exceptional, updated, Long Beach, CA duplex property

We're in a competitive market where thoughtfully prepared offers make all the difference. Below are helpful guidelines to increase the chances of your client's offer standing out. Seller will consider concessions (buyer commission), based on the offer price.

Property Owner/Seller: The David George Stucken Living Trust

Target Escrow Period: 21 days

Possession: Close of Escrow

Earnest Money Deposit: 3% – Requested

Seller's Choice of Services (Please Do Not Request Substitutions):

- **Escrow:** Prominent Escrow
 - **Title:** Stewart Title – Victoria Bowling
 - **Home Warranty:** Frist American (we currently have sellers' coverage)
 - **NHD Report:** "Property ID"
 - **Inspections:** Seller to receive a copy of any and all inspections and appraisal
 - **Termite:** Angelo Termite if L.B. service is offered
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Additional Offer Guidelines:

- **Cross Qualification May Be Requested:**
Nancy Ibarra 714-625-1298
- **Recommended Contingency Periods:**
 - Inspections: 10 Days
 - Appraisal: 10 Days
 - Loan: 15 Days
- **The Property is Sold "AS-IS"**
 - No repairs will be made. If buyer is using a conventional loan, buyer will be asked to cover and or correct any appraisal conditions in order to close escrow. We do not anticipate any required.
 - Do not request seller-paid repairs.

- Duplex has been updated with the following: fresh paint, (rear unit) new kitchen and bathroom. New kitchen cabinets and countertops, newer switches and outlets, fresh interior painting. New laminate floors by Empire Today (warranty), new hall bathroom shower, recessed lights in front unit, new windows and coverings installed.

- **Avoid These Common Offer Mistakes:**

- If purchasing with a conventional loan, fill out all loan information, **including max interest rates**. Like we were trained to do 20 years ago.
- Do not include requests for repairs, credits, or additional seller costs. Seller has updated the home with over \$80,000 in updates. Feel free to complete any inspections you wish.
- Please make it easy for the seller to receive and to potentially accept your offer (no blind offers, show your own clients!). The more work I have to do in a seller counter, the longer the response and potential acceptance will take.
- Please include me and my broker's information: Erik Kaiser DRE#01111620, RE/MAX TerraSol #01451217. RPA pg 16. Check Box: "Entity Sellers"
- **Seller to be: "The David George Stucken Living Trust"**
Authorized Signer: "David Stucken, Trustee. List name in (b) (3). Trust name goes on line (5). D: Seller is the: **"The David George Stucken Living Trust"**
- Authority – No court confirmation required. Treated as a traditional sale for the most part. No death in or on property.

Seller shall return and include the entire agreement with any response.

☐ Seller Counter Offer (C.A.R. Form SCO or SMCO)

☐ Back-Up Offer Addendum (C.A.R. Form BUO)

☒ **Entity Sellers:** (Note: If this paragraph is completed, a Representative Capacity Signature Disclosure form (C.A.R. Form RCSD) is not required for the Legally Authorized Signers designated below.)

(1) One or more Sellers is a trust, corporation, LLC, probate estate, partnership, holding a power of attorney or other entity.

(2) This Agreement is being Signed by a Legally Authorized Signer in a representative capacity and not in an individual capacity. See **paragraph 28** for additional terms.

(3) The name(s) of the Legally Authorized Signer(s) is/are: _____

(4) If a trust, identify Seller as trustee(s) of the trust or by simplified trust name (ex. John Doe, co-trustee, Jane Doe, co-trustee or Doe Revocable Family Trust).

(5) If the entity is a trust or under probate, the following is the full name of the trust or probate case, including case #: _____

C. The RPA has 16 pages. Seller acknowledges receipt of, and has read and understands, every page and all attachments that make up the Agreement.

D. **SELLER SIGNATURE(S):**

(Signature) By, _____ Date: _____

Printed name of SELLER: _____

☒ Printed Name of Legally Authorized Signer: _____ Title, if applicable, _____

(Signature) By, _____ Date: _____

Printed name of SELLER: _____

☐ Printed Name of Legally Authorized Signer: _____ Title, if applicable, _____

☐ IF MORE THAN TWO SIGNERS, USE Additional Signature Addendum (C.A.R. Form ASA).

- Include the TA form – Please make sure to check the box on RPA page: 4: (TA) and provide the form as well with the RPA.

Important Offer Notes:

- **Write Your Best Offer First – Seller May Not Counter.**
 - **Do Not Contact Listing Agent Asking, “What Will It Take.”**
 - **Please Allow a Minimum of 3 Days for Seller Response.**
 - **OFFER DEADLINE: TBD – Subject to Market Activity**
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Offer Submission Instructions:

If possible, please submit your **complete offer package** as **1 PDF** **le if possible**, including:

- Signed RPA, TA
- Proof of Funds
- Lender Pre-Approval if needed (dated within the last 30 days)
- Any additional supporting documentation needed
- Entity Purchase Documentation Needed – See supplements for title required docs for entity purchases e.g. LLC buyers
- No love letters, sellers only care about the highest and best offer

Email all offers to:

 Erik Kaiser – erikfkaiser@gmail.com / 949-244-8394

Listing Agent:

Erik Kaiser

RE/MAX TerraSol

DRE #01111620

 Call/Text: 949-244-8394

 Email: erikfkaiser@gmail.com

Office Hours for Offer Inquiries: 9 AM – 6 PM Daily