



Thank you for considering an offer for our listing. We believe in transparency and efficiency and have created this Information Sheet for you and your clients to help you understand our process of reviewing and submitting offers.

### **Bald Brothers Team Offer Submission and Counter Offer Process**

1. All offers are due Monday at 4pm unless otherwise noted in the MLS. Offers received after 4pm will be presented up until a winning offer has been selected.
2. Offers are presented to the seller Monday evening.
3. Seller Counter Offers (SCO) or SMCOs go out no later than Tuesday and are due back Wednesday.
4. NOTE: SMCOs typically have a Sales Price specified rather than "Highest and Best" so that you can advise your clients on where their offer needs to be in order to be considered.
5. If you do not get a SCO or SMCO you will be notified of the terms of the SMCO via email so you can advise your client and resubmit if they'd like.
6. SMCOs that have been returned, along with BCOs, will be Reviewed Wednesday/Thursday.
7. Winning Offer is Notified and Escrow is Opened Wednesday or Thursday.

### **How to Write A Winning Offer**

1. Make sure you submit **all required documents** to [offers@impactprop.com](mailto:offers@impactprop.com). You will get an Auto-Responder acknowledging that we received your offer. If you do not get an email response, please text us at 714.982.1707 to confirm. Proof of funds should have the buyer's name on it but do not include their account numbers.
2. Once we have confirmed we have received your offer, we will communicate with you again after presenting the offer to the seller.
3. Our sellers typically pick the highest priced offer, however, that is not always the case. We recommend you submit your Highest and Best Offer initially. Other helpful terms include Seller Choice of Services, an additional AS-IS Clause, Appraisal Waiver, No Termite, Shortened Contingencies, buyer to pay for Home Warranty, and Possession to be COE + 3 Days. Offers that are contingent need to be strong and it's helpful to include documentation regarding the downleg escrow.
4. NOTE: We are not fans of escalation clauses. If your buyer is willing to increase their offer by \$X Amount, submit an offer at the price to start with.
5. Many times, buyers that increase their offer price after receiving a SMCO are selected as the winning offer.

### **IMPACT Properties is growing...**

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