



**Best and Final
Guidelines**

To: Prospective Buyer 7242 Berry Hill

From: George Fotion, BRE#785373 (424) 226-2147

Date: 6/6/2020

OFFERS DUE FRIDAY, JUNE 12 at 1200 HOURS

Thank you for considering writing an offer. We understand that purchasing a home in a popular area, where multiple offers have been received, can be a trying experience, and the outcome is usually disappointing to all but one buyer. We are trying to make this process fair and be up-front with all interested parties.

It is HIGHLY LIKELY MULTIPLE offers will be written. In order to treat everyone in the same manner at this time and to streamline and expedite comparison among offers with differing terms and prices, we have prepared, this General Guideline containing the basic terms desired by the seller. **We strongly counsel you to assume that the Seller will not make multiple counter offers** therefore the price you offer should be at a level where if you were to lose the property over a mere one thousand dollars, then you would have no regrets. **We therefore are requesting your 'best and final' PRICE and TERMS offer**; let me repeat **BEST AND FINAL PRICE AND TERMS** with the hope that the best, most certain offer written by one of the potential buyers will allow the seller to accept such an offer and avoid, additional counter offer(s) to one or more parties. It has been our experience, that some Buyers do not take the preceding statements to heart, come in lower than their best, then get angry when they are not provided a counter. We will not accept "blame", this will be on "you" as we have taken pains to be NOTICEABLY clear about our advice.

ACTION TO TAKE:

Please accompany your signed offers and any documents that may help your offer such as

- (1) a cover letter introducing your clients
- (2) objective evidence of cash or cash equivalents necessary to close the transaction
- (3) preapproval or prequalification letter. In addition,
- (4) **[OPTIONAL]** In so far as the seller has provided time for you to conduct inspections prior to the date by which the Seller will respond to offers, you are encouraged to conduct any and all inspections and investigations you deem necessary in order to accept the property in its as is where is present condition

PRIOR TO SUBMISSION of your offer. As it is a benefit to the seller to have contingencies removed contemporaneous to the submission of their offer, or at worst contingency periods minimized, a Buyer may elect to also include a signed contingency removal form for any other contingencies your buyer is removing and submit said Contingency Removal form along with their Residential Purchase Agreement, including but not limited to financing, appraisal, Seller Disclosures/Reports (if any) and any home sale contingencies (5) any other information you think the sellers might wish to have in evaluating the offers.

We understand and completely empathize that #4 is a “big ask” and it is certainly NOT necessary as a precondition for your offer to be seriously considered. However, imagine how much stronger your offer would be perceived by the Seller IF you did this step. We understand that conducting your own professional inspections prior to making an offer may be logistically impractical

In these circumstances, sellers are usually looking for the best price and a very high degree of certainty in terms of the transaction closing. However, the sellers are not obligated to take what others may consider to be the ‘best’ offer. Sellers are free to make the decision based on several factors. There are situations where the highest price offered may not be the most favorable to the seller.

No agent/buyer will be provided special ‘inside’ information or guidance of any kind that is not shared with all buyers’ agents. We will not answer how many offers we have, or what price offers or written or what terms offers are written.

To assist the purchasers in drafting their offer, we have established the following parameters that the sellers suggest they consider when formulating their offer.

Best and Final Guidelines – Call Realty Co., Inc-Gen Guidelines

Price:	Buyers are encouraged to submit the highest price offer.
Terms:	Cash or a loan of no more than 80% LTV;
Condition:	Property is being sold “As IS – WHERE IS”
Close of Escrow:	Open to discussion, the faster the better
Escrow:	Escrow to be – Luke Walrad, Guaranty Escrow
Title:	Title to be with Matt Cooke, North American Title
Contingencies	Has the buyer removed inspection/investigation contingencies, appraisal and/or loan contingencies

Offers must be received by George Fotion as specified above by 6/12/2020 at 1200 hours. Offers shall be e-

mailed to George.Fotion@homeispalosverdes.com. Offers not received by the Bid Date will not be considered until all previous offers by the Bid Date are reviewed and deemed unacceptable.

THE SELLER RESERVES THE RIGHT TO ACCEPT OR REJECT ANY OR ALL OFFERS, TO ACCEPT AN OFFER OTHER THAN THE HIGHEST OFFER, OR TO NEGOTIATE FURTHER WITH ONE OR MORE PROSPECTIVE PURCHASERS ACCORDING SOLELY TO THEIR OWN JUDGMENT. UNTIL AN OFFER TO PURCHASE IS EXECUTED BY THE SELLER, IT IS NOT BINDING ON THE SELLER, AND THE SELLER MAY CHANGE THE ASKING PRICE OR OTHER TERMS, NEGOTIATE WITH OTHER INTERESTED PARTIES OR TAKE THE PROPERTY OFF THE MARKET.

Good Luck and please contact me at (424) 226-2147, if you have any questions regarding this *Final and Best Offer procedure*.

Please ask your Buyer to acknowledge receipt of these guidelines by their signature(s)

below: Buyer: _____ Date _____

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