

CONTRACT & NEGOTIATION

When an offer is presented on your home, you will have **three basic choices** in deciding how to respond.

- 1. Accept the offer.**
- 2. Reject the offer.**
- 3. Make a counteroffer.**

Together we will thoroughly analyze the offer and discuss its strengths and weaknesses. After studying the entire contract, we will give you our recommendation, and then you decide how to respond.

This is where a competent Realtor can be worth their weight in gold, because having the right wording or contingency clause in the contract can mean the difference between a smooth transaction and a messy court battle.

Being intricately familiar with Real Estate contracts, we know how to protect your best interests. Our vast experience in contracts and negotiation will benefit you!

