

8 Critical Issues To Consider When Negotiating The Sale Of Your Home

- 1. Is the buyer qualified...ready, willing and able?
- 2. How long has your property been on the market?
- 3. Given the market conditions, how attractive is the offer?
- 4. Does their offer "as is" allow you to meet your original set of goals and timetable?
- 5. Where, if anywhere, are you able to compromise?
- 6. If you counter their offer, you've bought the property back on those same terms and conditions. Are you willing to risk the buyer "walking"?
- 7. Make a list of the strengths and weaknesses of the offer.
- 8. Considering the terms and conditions of the offer, is this offer in your best interest both emotionally and financially?