

Make Your Offer Stand Out:

10 Ways to Beat the Competition

In a competitive housing market, crafting a strong and appealing offer can make all the difference. Here are **10 strategies** to help you stand out and win your dream home:

1. Offer Price

Show the seller you're serious by offering a price at or above the listing price. In hot markets, consider exceeding the asking price if it aligns with your budget.

2. Earnest Money Deposit (EMD)

Increase your EMD to demonstrate financial commitment. A higher deposit shows sellers you're confident and invested in the purchase.

3. Financing Strength ^{QR1}

Provide a pre-approval letter (not just pre-qualification). If possible, get your offer fully underwritten with a lender guarantee.

4. Shortened or Waived Contingencies

Reduce the timeline for inspection, appraisal, or loan contingencies. Waiving certain contingencies, if appropriate, can give you a competitive edge.

5. Flexible Closing Date

Accommodate the seller's timeline. Whether they prefer a quick close or need extra time to move out, flexibility can set your offer apart.

6. Appraisal Gap Coverage ^{QR2}

Offer to cover the difference if the appraised value is lower than your offer price. This reduces the seller's risk and makes your offer more attractive.

7. Escalation Clause

Include a clause that automatically increases your offer up to a specified limit if competing offers are higher. This keeps you competitive without overpaying unnecessarily.

8. Minimal Seller Concessions

Avoid asking for extras like seller-paid closing costs, repairs, or home warranties. Simpler offers are often more appealing to sellers.

9. Non-Monetary Incentives

Offer perks such as allowing the seller to rent back the property for a period or covering part of their moving expenses.

10. (Bonus) Lender Communication ^{QR3}

The above strategies, along with a phone call and text message from your lender to the listing agent, can help guarantee confidence that the transaction will close smoothly.

By combining these strategies, you can create a competitive and compelling offer that resonates with sellers. Ready to get started? Contact 100 Doors Lending Team to ensure you're fully prepared for every step of the homebuying process.

QR1



Use the 17 Day
Guarantee or \$10K
Closing Guarantee

QR2



What is the
Appraisal
Gap Strategy?

QR3



Lender
Communication

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