

FREE GUIDE · THE OP TEAM

Offer Guide

Price is one part of an offer. Here's everything a seller weighs, and how to build an offer that wins.

Price

Know the value before you write a number.

Terms

Deposit, conditions, closing date and inclusions.

Timing

Offer dates and deadlines decide deals.

01 Know the value first

Asking price isn't the value.

- ☐ Compare recent sales of similar homes
- ☐ Check what's for sale now
- ☐ Decide your top price before offer night
- ☐ Know your full budget, not just the price

02 Price is one part

Sellers compare the whole offer.

- ☐ Deposit: a bigger deposit shows you're serious
- ☐ Conditions: financing, inspection, sale of your home
- ☐ Closing date: what works for the seller?
- ☐ Inclusions: appliances, fixtures, window coverings
- ☐ Irrevocable: how long the seller has to answer

03 Conditions: the trade-off

They protect you, but they make your offer weaker.

- ☐ Get pre-approved so financing is stronger
- ☐ Inspect before offer night when you can
- ☐ Selling first? Talk to us about timing
- ☐ Never waive a condition you can't afford to lose

04 Multiple offers

When the asking price is set to bring in offers.

- ☐ Ask if the seller will look at early offers
- ☐ Put your best offer in first, you may not get a second chance
- ☐ The seller may sign back one or all offers
- ☐ Know your walk-away number and stick to it

05 Your deposit

Have it ready before you offer.

- ☐ Usually due within 24 hours of acceptance
- ☐ Certified cheque, bank draft or wire
- ☐ Held in the brokerage's trust account
- ☐ Counts toward your down payment

06 Before you sign

Read it all, then sign.

- ☐ Read every condition and every date
- ☐ Check the closing date against your lease or sale
- ☐ Have your real estate lawyer ready
- ☐ Confirm your lender has everything it needs

07 After it's accepted

The clock starts right away.

- ☐ Deliver the deposit on time
- ☐ Book the inspection and appraisal fast
- ☐ Meet every condition deadline
- ☐ Waive conditions only in writing, with us



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My notes

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