



HOME OFFER CHECKLIST

BY MARK MERLENE SR.

Complete this with your licensed representative before signing. Contract terms and deadlines create real obligations and risk.

1 PROPERTY AND PRICE

Property address

List price \$

Proposed offer price \$

Walk-away price \$

Estimated cash needed \$

2 EVIDENCE AND STRATEGY

Reviewed recent comparable sales and current competition.

Considered property condition and near-term repairs.

Confirmed financing and pre-approval remain current.

Identified seller timing or terms that may matter.

Set a walk-away number before negotiations.

Discussed appraisal risk and available cash.



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3 TERMS AND PROTECTIONS

- Purchase price and financing terms confirmed.
- Earnest money amount and delivery deadline understood.
- Option fee, option period, and delivery deadline understood.
- Inspection strategy and specialist needs considered.
- Appraisal and financing protections reviewed.
- Survey, title, HOA, and disclosure documents addressed.
- Closing date, possession, and any leaseback reviewed.
- Every blank completed and every attachment included.

SMART TIP

Competitive does not mean unprotected. Understand the consequence of every term you change or waive.

4 NEGOTIATION NOTES
