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[www.BaldBrothersTeam.com](http://www.BaldBrothersTeam.com)

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Thank you for considering an offer for our listing. We believe in transparency and efficiency and have created this Information Sheet for you and your clients to help you understand our process of reviewing and submitting offers.

### **Bald Brothers Team Offer Submission and Counter Offer Process**

1. All offers are due by the DAY and TIME noted in the MLS. Offers received after the deadline will be presented up until a winning offer has been selected.
2. Offers are presented to the seller Monday evening.
3. Seller Counter Offers (SCO) or SMCOs go out no later than Tuesday and are due back Wednesday.
4. NOTE: SMCOs typically have a Sales Price specified rather than "Highest and Best" so that you can advise your clients on where their offer needs to be in order to be considered.
5. Usually, you will be notified of the terms of the SMCO via email if you do not get an SMCO or SCO so you can advise your client and resubmit if they'd like. Sometimes a seller simply selects a winning offer.
6. SMCOs that are returned, along with BCOs, will be reviewed with the Seller.
7. The Winning Offer is notified and Escrow is opened once selected. Seller may choose to select a winning offer before the deadline so please return as soon as possible.

### **How to Write a Winning Offer**

1. Make sure you submit **all required documents** to [offers@impactprop.com](mailto:offers@impactprop.com). You will get an Auto-Responder acknowledging that we received your offer. If you do not get an email response, please text us at 714.982.1707 to confirm. Proof of funds should have the buyer's name on it but do not include their account numbers.
2. Once we have confirmed we have received your offer, we will communicate with you again after presenting the offer to the seller.
3. Our sellers typically pick the highest priced offer, however, that is not always the case. We recommend you submit your Highest and Best Offer initially. Other helpful terms include Seller Choice of Services, an additional AS-IS Clause, Appraisal Waiver, No Termite, Shortened Contingencies, buyer to pay for Home Warranty, and Possession to be COE + 3 Days. Offers that are contingent need to be strong and it's helpful to include documentation regarding the home that needs to be sold (include the COP).
4. NOTE: We are not fans of escalation clauses. If your buyer is willing to increase their offer by \$X Amount, submit an offer at the price to start with.
5. Many times, buyers that increase their offer price after receiving a SMCO are selected as the winning offer.

### **IMPACT Realty Group is growing...**

Are you interested in growing as a real estate professional? Give us a call today about opportunities we have: <https://onereal.com/aaronzapata/refer> © Bald Brothers Team

THE  
**BALD BROTHERS**  
TEAM

OFFER COVER SHEET

Please complete the following information and submit with your offer. Thank you.

PLEASE EMAIL TO [offers@impactprop.com](mailto:offers@impactprop.com)

**Property Information:**

Property Address: \_\_\_\_\_ City: \_\_\_\_\_  
MLS #: \_\_\_\_\_

**Agent/Buyer Information:**

Agent Name: \_\_\_\_\_ Company: \_\_\_\_\_  
Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Buyer's Name(s): \_\_\_\_\_

**Offer Information:**

Offer Price: \$ \_\_\_\_\_ Good Faith Deposit: \$ \_\_\_\_\_

Down Payment: \$ \_\_\_\_\_ Loan Amount: \$ \_\_\_\_\_

Seller Credit For Buyer Comp: \_\_\_\_\_ % Other Seller Credit: \$ \_\_\_\_\_

Days for Escrow or Closing Date: \_\_\_\_\_

Contingent on Buyers selling their home?  YES  NO

Loan Type:  FHA  VA  Conventional  Cash  Other

**Document Checklist:**

- Offer Cover Sheet
- CA Residential Purchase Agreement
- Pre-Approval Letter with Credit Scores
- Proof of Funds
- COP (if needed for Contingent Offer)
- Other (describe): \_\_\_\_\_

Thank you for submitting your offer!

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