

How To Write the Winning Offer – 182 Scale, Irvine CA 92618

Dear Agents and Buyers, *Thank you for your interest in this property.* There is intense competition among qualified buyers and limited inventory in this sought-after Great Park neighborhood in Portola High School district.

When writing an offer, consider these helpful hints and Information:

Seller's Name: Wei Zhou and Jing Chen

Preferred Length of Escrow: Closing date is flexible. 21-35 days are acceptable.

Earnest money deposit: 3% Minimum, no exceptions!

Expiration Offer: Kindly allow Sellers at least 3 Business Days to respond to your offer.

❖ **Recommend reducing or waiving contingency periods:**

- i) **Inspection in 7 days or less;**
- ii) **Appraisal in 10 days or less;**
- iii) **Loan in 14 days or less, OR all cash offers (preferred!)**
Closing 21 days or less is preferred.

❖ **Termite Report and section one Completion is in the MLS Supplements.**

DO NOT ask for Termite and Section One repairs on the RPA!

Possession: COE

❖ **Sellers' choice of all services *more specifically as follows:***

➤ **Escrow – Alliance Mutual Escrow, Inc.** | Laura Woodbury | O: 714-544-6525 | LauraW@ameescrow.com

➤ **Title – Chicago Title** | Kevin McKee | C: 714-271-3154 | Kevin@TitleKevin.com | Preliminary Title is in the Supplements to the MLS.

➤ **Home Warranty - First American thru Heidi Marshall, HAVE TO Write "CRES policy" in your offer; Maximum Seller Contribution \$650** | O: 1-800-992-3400 |

➤ **National Hazard Disclosure company – PRIORITY NHD** (includes Environmental) **Maximum Seller Contribution is \$100** and is in the supplements to MLS.

➤ **Buyer's lender MUST cooperate in cross qualification** with Home First – Kevin Shoup; | C: 714-317-0246 | Kevin.Shoup@YourHomeFirst.com |

Note that there is no obligation on behalf of the buyer to use Home First for their financing needs. Your client may be entitled to a \$200 gift card offer for just cross-qualification by this lender. Also, *should buyers choose Home First with its very favorable and competitive rates, and close the deal, the lender would cover the buyer's appraisal cost in escrow up to \$750.*

- ❖ **Included in the sale:** Range/Oven, Fridge, Microwave, Washer/Dryer, Mirrors ONLY.
- ❖ **Excluded from the sale:** All Staging Furniture and Personal Property
- ❖ **Items that do not apply should not be marked as "Seller" or "Both" to avoid a counteroffer or outright rejection of your offer.**
 - o Q5 & Q6
 - o All City and County Transfer taxes to be shared 50/50 between Seller and Buyer
 - o DO NOT ASK for ANY REPAIRS, Seller selling "AS-IS" in its current condition.

PLEASE WRITE YOUR BEST OFFER FIRST AS WE CAN NOT GUARANTEE COUNTEROFFERS!

Please review the Supplements for additional details that will help you and your clients better understand the property. These materials provide valuable insights and valuable information to assist in preparing a strong and well-informed offer.

NOTE:

- Listing agents will not be discussing any of the offers on the table in fairness to all buyers.
- No need to ask “what’s it going to take” if you follow these recommendations.

Adherence to the guidelines enhances your client's chances of success in acquiring this home!

OFFER DEADLINE: TBD - For now Listing Agents will be presenting offers as they are received.

Please email complete offer as 1 PDF with proof of funds, MOST RECENT (less than 2 weeks) lender pre-approval and any other supporting documents to Ali@SoldByAliG.com. Our team will confirm receipt of your offer. We look forward to hearing from you & collaborating with you! Email or Text is the preferred method of contact. Please make sure to include your contact information such as a business card in all the texts and property address included on the subject line of all emails.

Administrative Contacts:

Listing Agent:

Ali Govahi, MBA, Broker Associate, Realtor® CalDRE 01946545 |
C: 714-264-4151 | SoldByAliG.com | AliGovahi.com

We reply to calls and messages from 9:00 a.m. to 5:00 p.m. Any voicemail, text, or email received after this time may/will be managed on the following business day.

Listing Brokerage:

Seven Gables Real Estate | Cal DRE 00745605 | 12651 Newport Ave. Tustin, CA 92780 |
Office Number: (714) 731-3777

Transaction Coordinator: Starr Hinojos | StarrHinojos@Gmail.com