

Guide To Writing the Winning Offer - 21 Glorieta W., Irvine, CA 92620

Dear Agents and Buyers,

This document attempts to assist you to make a complete offer that my seller can respond to more simply. Following some of these tips and suggestions should help you and me make this a smoother experience. I look forward to working with you.

Seller Name: **Carole Sofio, Trustee**

APN #: **530 012 06**

Escrow length: **30 days** is great. Shorter is great, but please be realistic.

Reduced contingency periods are always preferred. Please don't make them shorter than your lender can handle.

Possession: On date of recording. No rent back needed.

Preferred Seller's choice of all services:

NHD: **Priority NHD**

Escrow: **Blackmore Escrow - Amy Green**

Title: **First American Title - Tim Wright (prelim. title report is available)**

Please see the Supplements section of the MLS for a pre-listing inspection and termite report. It is our hope and expectation to have no surprises during escrow. Please either write in termite clearance to your offer, or factor it into your price, and we will view your "net offer" accordingly. Seller may not make any repairs or credits. Call me with any questions.

Please make your first offer your best, as the seller may send counter offers to some or all buyers, OR they may simply choose one buyer to accept or send a counter offer.

Please let your buyers know, they are not guaranteed a counter offer.

Listing agent will not be discussing any of the offers on the table in fairness to all buyers and their hard-working agents, so please don't ask "what will it take?".

Please email complete offer with proof of funds and lender pre-approval to MatthewF@sevengables.com. I will confirm your offer upon receipt.

Thank you for your interest in this home. I look forward to working with you.

Matthew Fletcher
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(949) 677 3618