



NEST REALTY

# NEGOTIATING

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So we've managed to drum up an offer . . . now the real work begins.

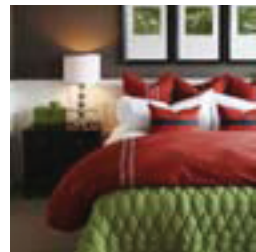
Since Nest agents do not practice dual agency, you can be sure that your agent is representing you and you alone. Anything you tell your agent is confidential - that's our promise to you.

Upon reviewing the contract, we work with you to determine what aspects of the offer are most important. Obviously, price is a major factor . . . but there are other variables to consider. Here is a list of other questions to consider:

- How quickly will the property close?
- What are the purchasers' financing needs? How much money will they be putting down?
- Are the purchasers pre-qualified? If so, by whom?
- Is there a financing contingency? If so, how long is it?
- How much earnest money are the purchasers including with the contract?
- Is there a home inspection and radon contingency?
- Are the purchasers requesting any closing cost assistance?
- Are the purchasers demanding any repairs be completed?
- Are the purchasers asking for a Homebuyer's Warrant be included in the transfer?
- What personal property, if any, is included in the offer?

These are just a few of the hundreds of questions that your Nest agent will review with you once the offer is presented.

During the negotiation process, we will involve you in all aspects of the communication so that you fully understand your options at any point in time. We will do everything that we can to work to achieve a positive outcome for you.





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Charlottesville • Hampton Roads • New River Valley

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