



OFFER SCORECARD

THE OFFER THAT FEELS SAFEST USUALLY WINS.

FACTOR	WHY SELLERS CARE	SCORE	NOTES
PRICE	Competitive price relative to appraisal risk and market value.	__/10	_____
EARNEST MONEY	Strong earnest money shows commitment and confidence.	__/10	_____
FINANCING	Cash, fully underwritten, conventional, FHA, VA, etc.	__/10	_____
APPRAISAL GAP	Gap coverage reduces risk of renegotiation or failure.	__/10	_____
INSPECTION TERMS	Shorter, cleaner inspections reduce seller stress.	__/10	_____
CONTINGENCIES	Fewer contingencies = fewer ways the deal can fail.	__/10	_____
CLOSING DATE	Flexible timing that fits seller needs is valuable.	__/10	_____
RENT-BACK	Post-closing occupancy can make moving easier for seller.	__/10	_____
PROOF OF FUNDS	Verified liquid funds increase confidence.	__/10	_____
DOWN PAYMENT	Higher down payments often feel safer to sellers.	__/10	_____
LOAN TYPE	Conventional often feels cleaner than low-down-payment loans.	__/10	_____
BUYER FLEXIBILITY	Willingness to work with seller needs and timing.	__/10	_____
OVERALL CONFIDENCE	Would I feel confident accepting this offer today?	__/120	HIGH / MED / LOW

TIP: Sellers usually choose the offer that feels MOST CERTAIN — not necessarily the highest price.