

# Buyer's Plan

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## Placing an Offer



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# Buyer's Plan

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# Placing An Offer

**You've found the one - fantastic! Now, there are a number of things to consider before writing the offer for your next home:**

1. Offer Price
2. Deposit - Typically 5%+ of the purchase price due herewith or within 24 hours of offer acceptance. Make sure funds are available.
3. Terms & Conditions - Included to clarify expectations and protect your best interests. Most common conditions = financing, inspection, and status review (if condo). Typically about 5 day conditional periods. When you are fulfilling the obligations of these conditions you remove/ waive them.
4. Inclusions & Exclusions
5. Closing Date

First, we will conduct a detailed CMA (Comparative Market Analysis) complete with comparable listings and relevant historical data in order to determine the market value of the home.

In a seller's market, where there is a low supply of homes and high buyer demand, it is not uncommon for sellers to list their homes below market value and set an "offer date" in order to attract attention and encourage multiple offers. Don't worry, we will guide you in making an educated yet competitive offer.

Pricing must always be carefully considered, as overpaying for a property is oftentimes not an option. Find out why [here](#).

Sometimes a pre-emptive or "bully" offer is your best option. This is a firm (unconditional) offer submitted in advance of the offer date. In this case, you may want to consider having a pre-inspection done. Our home inspectors will inspect the home in advance of you placing an offer. There are various offerings for every type of home.



Take a look at our own home inspection checklist [here](#).

Read more about placing offers in a seller's market [here](#).

It can also be advantageous to include a buyer love letter with your offer. See examples [here](#).

Once your offer is submitted, the seller may accept, reject, or counter it. Leave the negotiating to us! We are Certified Negotiation Experts, and we have completed specialized training to help ensure we get you the best deal and terms.

**Next Article:**  
**Closing the Deal**

