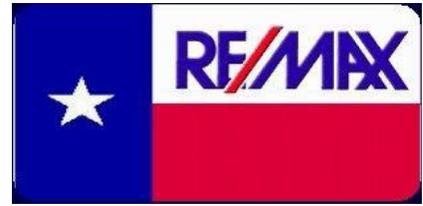




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210-410-2700 call or text  
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## Step 2

# Presentation of Offer, Inspections and Negotiating Repairs

I will contact you to discuss with you any offers we receive on your house. If the offer is acceptable to you, you will sign the contract which includes an **Option Period** (usually 10 days after the contract is signed) and an anticipated closing date. The **Option Fee** should be put in your bank right away; the buyer will be refunded at closing.

The contract will include the address, name of the title company you have chosen, and the name and telephone number of the closing officer. If you receive a request for information from the title company, call me, rather than give the information to the title company. This is for your own security.

During the Option Period the buyers' inspectors will come into your home to do the required inspections. I'll help coordinate the inspections with you. Be sure that:

- Any pets are tied up or crated so they don't interfere with the inspectors.
- The inspectors must have access to the water heater, heating and air conditioning units.

It is best that you NOT be at home during these inspections. Some homeowners find it upsetting when the inspector finds something that needs repairs. Keep in mind that this is the same process you would expect if you were buying a home.

If the inspector's reports recommend repairs, the repairs **must be** made by a licensed repairperson. Keep the receipts or give them to me. However, I recommend negotiating the contract by offering money in lieu of making the repairs yourself, as doing so avoids issues related to the quality of the repairs.

Once you and the buyers have agreed on any repairs needed and the Option Period ends, I will send you another email with information on the closing process, the next step. Contact me at any time if you have questions regarding the offer, the contract, negotiations or repairs.