

# IDEAL OFFER

*We will present any written offers to the Seller. If your purchaser wants to put forth the most ideal offer for the Seller, please take advantage of the insight listed below:*

## **DETAILS FOR OFFERS:**

**Property Address:** 11676 Havenner Rd, Fairfax Station, VA 22039

**Seller's Name:** Gary W Echard & Jennifer K Echard

**Settlement:** Quick Close

**Settlement Company:** Universal Title McLean is preferred (They will price match)

**Financing:** 14-21 days: (If Financing is a contingency, if removed please disregard)

**Appraisal:** 10-14 days: (If Appraisal is a contingency, if removed please disregard)

**EMD:** 1% of Sales Price Minimum (3%-5% Recommended)

**Sales Contract: Add Addendum:** (If Appraisal is a contingency, if removed disregard): ADD this verbiage:  
*Appraisal to be ordered the next business day after ratification with written verification from lender delivered to seller.*

**Lender Letter/Proof of Funds:** Please make certain to supply contact information if using a loan (lender email and cell phone). If it is a cash purchase, please provide a copy of the bank statement or private banker letter.

*\* Recommend supplying POF in combination with a lender letter if showing more than 10% as a down payment.*

*\*\* Please note: To stay within Real Estate Fair Lending guidelines, we request that your buyers do not include pictures in their letters to the seller.*

**\*Please include the following documents with your offer from the MLS Document Section:**

- Conveyance Page
- Residential Disclosure
- Additional Documents: If needed

**\* Escalation Clause:** Please be clear on whether or not the purchaser is raising the loan amount or increasing the down payment.

**\*\*\* YOU WILL NEED TO EMAIL YOUR FULL OFFER IN ONE PDF \*\*\***