



Checklist: Things to do before deciding on offer price to buy your home

- Check out comparables-sold houses with similar characteristics in last 6-12 months for same street or same neighborhood (Purpose: to decide offer price by comparing past similar sale.)
- Check out presently available similar houses in the same neighborhood (Purpose: to check market undercurrent.)
- Check out the history of sales of the subject house (Purpose: to gauge Seller's motivation.)
- Check out if there was an offer that fell off on the subject house (Purpose: to gauge Seller's motivation.)
- Check out if the subject house was listed previously and expired without successful sell (Purpose: to gauge Seller's frustration.)
- Check out if the listing was suspended half way through the listing period previously (Purpose: to gauge Seller's frustration.)
- Check out if there is change in price (either increase or reduction) of the subject listing (Purpose: to gauge Seller's frustration.)
- Check out the wordings like 'seller motivated' or 'bring any offer' in the remark section (Purpose: to gauge Seller's motivation.)
- Check out if just a few days are remaining before the Listing contract is about to expire (Purpose: to gauge the listing agent's motivation.)

All the information mentioned above is available in the MLS system and you can get it from your Realtor. Let me know if you have any questions.