THE SUN CITY AGENT

Reviewing Offers

El Paso Home Seller Checklist

Compare what each offer could put in your pocket, what could affect the sale, and when you'll need to move.

Compare estimated net proceeds

- ☐ A higher sales price can still mean lower net proceeds. Ask your agent for a net sheet for each offer. Start with the offer price and subtract mortgage or lien payoffs, requested buyer credits, seller-paid closing costs, and agreed brokerage compensation. (TREC Paragraphs 3, 12)

Check financing and appraisal terms

- ☐ Note whether the offer is cash or financed. Ask your agent to review proof of funds or the lender's preapproval and identify any financing deadlines. Check the applicable addenda for what happens if the appraisal comes in low. (TREC Paragraphs 3B, 22 and applicable financing or appraisal addenda)

Review the option period and deposits

- ☐ Compare the option period, the option fee, and the earnest money separately. Note the proposed delivery deadlines and ask your agent to explain the buyer's termination rights. (TREC Paragraph 5)

Compare closing and possession

- ☐ Check the proposed closing date and when the buyer would take possession. If you need to stay after closing, discuss the proposed written lease terms and how they fit your move. (TREC Paragraphs 9, 10A)

Decide what to counter

- ☐ Ask your agent to flag terms that could affect your proceeds or timeline. Write down what you'd change and confirm any response deadline stated in the offer.

One to Four Family Residential Contract (Resale)

Use the proposed contract and attached addenda to verify the terms of each offer.

Matthew Maldonado · St. Rogers Realty
(915) 329-7089 · www.TheSunCityAgent.com

THE SUN CITY AGENT

Compare Offers

Reviewing Offers | El Paso Home Seller Checklist

Use the same payoff estimate for each offer and count each cost only once.

	Offer A	Offer B	Offer C
Offer price			
Financing / verification			
Buyer credits requested			
Seller-paid closing costs			
Brokerage compensation			
Mortgage / lien payoffs			
Option days / fee			
Earnest money			
Appraisal terms			
Closing / possession			
Estimated net			

Terms to counter

Matthew Maldonado · St. Rogers Realty
(915) 329-7089 · www.TheSunCityAgent.com