

How do I negotiate an offer?

Negotiating an offer on a privately listed home can be a bit different (but certainly better!) than negotiating through a real estate agent, but homeFree's entire premise is to Sell Simple & Buy Better!

We want buyers and sellers to retain control of the real estate transaction AND escape the Commission.

Setting your price: Set an attractive price at the onset of your listing. Know your bottom line & leave minimal room for negotiation. And be sure to factor in the savings of real estate commissions to make your home more competitive on the market.

Determine your bottom line: Before entering into negotiations, it's important to have a clear understanding of the minimum amount you're willing to accept for your home. This will help you stay focused during negotiations and avoid making an emotional decision.

1 Do your research: It's important to know the current market conditions and what similar homes in your area are selling for. This will help you set a realistic price for your home and provide a basis for negotiation

2 Be prepared to compromise: Negotiation is all about finding a mutually beneficial solution. Be open to compromise and consider different options to find a solution that works for both parties.

3 Keep communication open: Keep the lines of communication open with the buyer and be responsive to their requests. This will help build trust and make negotiations more productive.

Remember, no matter how you are selling your home, negotiating a home sale can be stressful, but with preparation and a clear understanding of your goals, you can successfully negotiate a fair deal for your homeFree listed home and help both you and the buyer save thousands in commissions and make your real estate transaction better than expected!

