

# NEGOTIABLE CONCESSIONS

- **1. We don't want to have to be responsible for a buyer's closing costs, so don't bring us any offers that request that of us.** First, I am compelled by law to present all written offers. Second, many buyers have the capacity to qualify for a mortgage, but have no expendable income for the closing costs. I would suggest that we concentrate on your net and work all offers. If you can accomplish your goals, then it shouldn't be an issue if we cover some of their closing costs.
- **2. We fear that the home may sell too soon, so we want to be sure that closing is delayed for a couple of months until we can find a home to buy.** Many buyers will not be willing to accommodate a closing day that causes them to have to wait so long. I prefer that we yield to them in this area, because the closing date can be a real deal killer if we aren't flexible.
- **3. Our home is in pretty good condition, we don't want to have to pay for a home warranty if we don't have to.** Let me explain the benefits of a home warranty. The warranty covers, not only the buyer for one year after the closing, but it also covers you during the listing period. It can provide a real safety net for the buyer, putting their mind at ease. I believe that the purchase of a home warranty can provide the assurance that many buyers are looking for, so I wouldn't dismiss the idea so quickly. Plus, you don't have to pay for it until closing.