



## Making an educated offer

You've found the right REALTOR®. Fantastic! Here's what happens next:

- I will conduct a detailed CMA (Comprehensive or Comparative Market Analysis) complete with comparable active and expired listings, recent solds and historical data relevant to determining the market value of the home. This will empower you to make an informed decision.
- I will prepare an offer that protects you, follows your instructions and matches your schedule and needs.
- I will explain the details of the offer, the terms and suggest options for specialty clauses ensuring you know exactly what you are agreeing to.
- I will present and negotiate the offer on your behalf to get you the home that you want at the price and terms you want.

What happens after this:

- The seller may accept your offer – congratulations!

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- The seller may reject your offer – not common, but it can happen and I would endeavor to find out why.
- The seller may counter your offer, changing the terms of the offer and present the offer to back to you.
- Our negotiations continue to reach agreeable terms between the seller and yourself, or until I know an agreement cannot be reached and it is time to walk away.