

1. Ask the listing agent what are the most important details to the seller when choosing an offer?

2. How competitive is this specific property going to be? _____
 - a. Is the property a turnkey? _____
 - b. What did it take for similar properties to go under contract? _____
3. How much do you need to offer to be competitive? _____
 - a. What is the most the buyer can offer? _____
 - b. Are sellers allowing an escalation clause? _____
4. What is the most the buyer can put down for EMD? _____
5. Can you waive the home inspection? _____
 - a. Add home warranty for the buyer? _____
 - b. Can you do a Pre-Inspection before going under contract? _____
6. Has the buyer been pre-underwritten or are they just preapproved? _____
 - a. If pre-underwritten, can you waive the financing contingency? _____
 - b. If preapproved, what is the shortest financing contingency you can do? _____
7. Is the lender a local direct lender with a good reputation? _____
8. Can the buyer go Conventional if not what type? _____
9. What is the biggest down payment they can make? _____
10. Can you waive the appraisal contingency? _____
 - a. Did the lender receive an appraisal waiver? _____
 - b. If not, what is a the shortest/safest days needed for contingency? _____
 - c. Can the buyer afford to do an appraisal gap and if so how much? _____
11. How fast does the seller want to close? _____
 - a. Was loan pre-underwritten, because you can close faster? _____
 - b. If not, can the lender do a rush if needed and how fast? _____
 - c. Are buyers flexible on when they can move in if sellers needs more time? _____
 - d. Can buyer give a rent back if needed, free is better? _____
12. Can the buyer pay all transfer taxes and recordation? _____
13. Does the buyer currently own a house, if so, can they be noncontingent? _____
14. Do you, the LO or acquaintance know the listing agent? _____
15. Have you sent a summary of all the specifics here to the listing agent with the offer? _____
 - a. Did you copy the lender on the email offer? _____
 - b. Is the lender calling the listing agent afterwards? _____
16. Have you followed up with the listing agent/lender buyer before deadline to make sure you are in good shape? _____
 - a. If not in the lead, what will get you there and will it work for the buyer? _____

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