Buyer Offer Letters:

August 16, 2002

Dear Ann & John,

Thank you for allowing us to view your home. It is absolutely beautiful and it was obvious what impeccable care you took of it. Julie knew as soon as she walked in that it could potentially be the home she has been waiting for.

We wanted you to be aware of a couple of items pertaining to our offer. First off, Julie would like you to know that she can be entirely flexible when it comes to the closing date. Laurie had informed us that you are buying a home that is not yet complete. Congratulations! We all know that in new construction sometimes dates need to be adjusted and we can work around your move-in date.

Secondly, since the fireplace hasn't been used in such a long time, we are requesting that it be checked out and cleaned to ensure that it can be used properly in the future.

Lastly, Laurie also informed us that you will be replacing the kitchen floor. Julie would love to have an opinion as to what color and pattern you replace it with. She is very reasonable and would love the opportunity to help choose.

Thank you very much for your consideration. Have a great weekend!

Shea Painter
The Korn Team

P.S. You are working with great agents. Both Laurie and Chris called me back immediately to give us information in order to write an offer on your home.

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October 24, 2003

Dear Mr & Mrs Seller,

Enclosed is an offer on your home. Although this is not a full price offer, Fred has spent the last 24 hours reviewing the enclosed material to ensure he presented a fair offer for your home. He has been looking for a home for quite some time. Your home has many features he likes and he would like the opportunity to work with you.

He has reviewed the market activity for the past year and they feel this offer is fair based on the attached comparables for your neighborhood and similar homes in the area. He feels the amenities of your home and the natural characteristics of the lot justify the price increase from the attached properties. Additionally, to ensure a smooth closing he has obtained a conventional loan (to avoid all the extra work typically involved with FHA or VA and extra costs). Enclosed his pre-approval letter and he does not have a home to sell.

The enclosed market stats show the 3 bedrooms, Ranch & Bungalow homes in the immediate area. All of these homes were similar in age and did not have a garage. We also enclosed the listing from when you purchased the home. Fred did notice that many of the updates including new A/C, carpet, furnace and appliances were done when you purchased the home. The Kansas City market appreciates, on average, in the 3-5% range. Fred wanted to make sure his offer is a reasonable offer. Even with some closing cost he asked for, his offer reflects a price in that appreciation range.

Fred hopes you will agree this is a fair offer and find it acceptable so we can start the closing process. Thank you for your consideration, Fred looks forward to working with you.

Brad Korn
The Korn Team
Keller Williams Platinum

P.S. We are excited about the opportunity to work with Scott. Scott and I each sell several homes each year, and together we will do our best to make this a smooth transaction. I am certain we can all help this be a pleasurable move for you and Fred.