Seller Counter Offer Letters:

Frederick & Denise,

Thank you for your interest in Matt and Jolee Crosby's home. They are looking forward to working with you. They spent the evening last night reviewing all of their options and think they have come up with an offer that should be acceptable.

Matt and Jolee were really hoping to make one move, but understand you have accommodated them for a January possession, and they are extremely thankful for that time. However, after reviewing the entire offer, they just will not be able to move early, pay closing cost, and accept your original price. They are able to accept the closing and possession and still take quite a bit less than the asking price. They are willing to pay up to $3,000 of your closing cost and leave the Home Theatre system. To accommodate your possession and the closing cost they will need to counter the price to $209,000.

You will notice that this is still lowering their price considerably…and they are willing to do that for the opportunity to sell their home to you. They also wanted you to be aware that we sold a 3 bedroom home without a finished basement (and no home theatre system) next door for $199,000 in March of last year. If this offer is acceptable to you, it will be equivalent to accepting an offer of $206,000 (not counting the cost of all the equipment in the home theatre system). They feel that is an extremely fair offer for a 4-bedroom home with a finished basement. They hope you will feel the same way.

Matt and Jolee hope you find their counter offer acceptable and we can help get the process start to close in December.

Thank you for your time.

Sincerely,
Brad Korn
The Korn Team
e-mail: brad@kornteam.com
http://www.kornteam.com

ps. I always look forward to working with TJ. He is a pleasure to work with and very prompt with responses. Together we can both help this be a smooth transaction for all of you.

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To whom it may concern,

Thank you for considering the home on Lazy Branch and especially thank you for your patience trying to coordinate all of our schedules. Sometimes 24 hours is not enough time to get together with everyone's schedules. Julie works 2 jobs and was not available till after 10:30 pm, but we were all working on this until 12 pm last night so we could get you a response this morning.

The sellers, Dave and Julie are excited about the opportunity to sell their home to you. After reviewing their net sheet, they need to make a small counter offer. Keep in mind that this will only change your monthly payment about $15-$18 per month. They also needed to change the closing date. They will be moving out of this school district and did not want to move with just one month of school left. They hope this will still work with your moving plans.

Dave and Julie hope you will find this counter offer acceptable and we can start the closing procedures.

Thank you for your time.

Sincerely,
Brad Korn
Keller Williams
e-mail: brad@kornteam.com
http://www.bradkorn.com

ps. It is a pleasure to work with David. He has been diligent about calling to follow up on the presentation of the contract. He has made this transaction very easy to process so far by having all the documents necessary to present the contract. We are looking forward to working with him to ensure both you and the seller have a smooth transaction.