

This Free E-Book is brought to you by Natural-Aging.com.

100% Effective Natural Hormone Treatment
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!

How To Make An Offer On A Home

By Steven Gillman

You probably already know some of the secrets of how to make an offer on a home. You offer less than you're willing to pay, right? That's the most common negotiation technique. For experienced investors, though, that's just one technique among many more powerful ones.

How To Make An Offer

1. Offer an odd amount, like \$161,735. This gives the impression you know something the seller doesn't. He may think you have a good reason for that particular price.
2. Play dumb and ask questions. Talk slow, ask for help, and never show off your real estate expertise. Sellers are afraid to budge if they think a smarter person may be taking advantage of them.
3. Use the "limited authority" technique. Try "I'll have to check with my wife (or partner)." It's easier for sellers to accept that you can't do something, rather than the idea that you won't.
4. Use precedent. "My father bought his house this way." If the offer is unusual, sellers will feel more comfortable knowing it has been done that way before.
5. Ask for things you don't need. This lets the seller win concessions when negotiating. If you can later say, "I guess I don't need the refrigerator, if I can get my price," you're more likely to get your price.
6. Try being reluctant. Say "Well, I don't know..." This gets the seller looking for ways to motivate you, and lets him feel like he's won something when you settle the point.
7. Make an offer their idea. "Are you saying you'd like a later closing, and more earnest money? Well let's do it your way, then. I just need..."
8. Get yesses before the offer. "What if I paid your price, but got my terms? Would that work for you?" Even with a few changes, it will be hard for the seller to say no to an offer he more or less already agreed to.

9. Flatter. Flattery has been proven to be worth an average of \$1962 in real estate negotiations. That's a joke, by the way, but you know if he likes you, you'll probably get a better deal.

10. Pass over problems, then return to them later. Agree on every agreeable point first. It will feel like the house is sold then, and it will be difficult for a seller to lose the deal over an issue or two that you need to go in your favor.

You can spend a lot of time looking for cheap houses. Meanwhile, good negotiation skills can make any house cheaper. Why not spend a little time learning the secrets of how to make an offer on a home?

Steve Gillman wrote the book:

Cheap Homes – How To Save Thousands Buying Your Next House

. To

learn more on making an offer, and to see a photo of the beautiful home he and his wife bought for

\$17,500, visit

<http://www.YourCheapHome.com>

Home Inspection – How To Do Your Own

By Steven Gillman

Is there any good reason to do your own home inspection? How about to get a better deal. Every flaw you can find is a negotiating point. You don't have to learn building codes, and you probably should use a professional inspector in any case. The point of learning what to look for is to protect yourself and get a better deal.

Home Inspection – Use A Checklist

A good home inspection checklist, keeps you from forgetting things. I have more than a hundred items on my own list. Think you could keep all these items in mind as you walk through a property? For that matter, did you remember to look for water stains on the basement walls the last time you looked at a house? Bring a list!

Good lists are organized by area of the house, usually starting outside. Walk around and then through the home, checking each item on the list. Take notes. If a gutter is coming loose on the side of the house, write it down, along with notes about rotting wood or anything else you notice.

How To Make An Offer On A Home

It doesn't matter if you don't know the difference between 12-gauge and 14-gauge wiring. You don't have to become an expert on all the building trades, as useful as this would be. You just have to use what you do know. Make a note if something looks "odd" or "smells funny." Afterwards, you can have a professional inspector take a closer look.

Home Inspection As A Negotiating Tool

Many buyers make an offer on a home with an inspection contingency clause. After an inspector goes in, the buyer can re-negotiate the price based on his findings, or at least know that nothing is wrong. This isn't a bad way to go, but lowering your offer too much can often offend a seller, and blow the deal. How would you feel if somebody dropped their offer by \$10,000 after they already put it in writing?

A better way is to find as many problems with the property as you can, BEFORE making the offer. A list of these problems presented with an offer is a good impersonal (therefore non-offensive) way to present a low first offer. It's a good idea to keep the inspection contingency in the offer, but you probably won't have to lower your offer this way.

There is no need to be a carpenter to note that a railing is loose. Most of us can see if a home needs new paint. Home inspection can start with simple things like these, and end with a better price for you.

Steve Gillman wrote the book:

Cheap Homes – How To Save Thousands Buying Your Next House

. It

has a complete home inspection checklist. To learn more, and to see a photo of the beautiful home he and his wife bought for \$17,500, visit

<http://www.YourCheapHome.com>



This Free E-Book has been brought to you by Natural-Aging.com.

[100% Effective Natural Hormone Treatment](#)
Menopause, Andropause And Other Hormone Imbalances
Impair Healthy Healing In People Over The Age Of 30!