

# The Offer

An interested buyer will submit a legal offer to purchase on an **AGREEMENT OF PURCHASE AND SALE** form. This offer will contain written details of all the provisions of the offer and will be signed and dated by the buyer. The offer will be formally presented to you and all decision makers. Depending on the situation, the buyer's representative may also be present.

After receiving the offer, you have three options:

1. Accept the offer
2. Make a Counter offer
3. Reject the offer

If something in the offer is unacceptable, rather than rejecting it outright, you can make a counter offer by making the changes you wish and initialing those changes. Your counter-offer is then presented back to the purchaser for them to accept, reject or counter back to you. This is why the form is called and **“Agreement of Purchase and Sale”**.

Negotiating an Offer can take a few hours or few days. The experience and knowledge of your sales representative is critical in helping you through the process. They should be able to provide helpful advice, accurate information and assistance in professionally negotiating the best price and terms for you.

## Seven Major Elements In An Offer

- 1. Price:** the price a purchaser is willing to pay for your home.
- 2. Deposit:** the deposit shows the buyer's good faith and will be held in trust with Right at Home Realty. It will be applied against the Purchase price on closing.
- 3. Terms:** terms include everything from the financing details, closing dates, inclusions and exclusions, etc.
- 4. Conditions:** there may be conditions such as subject to a home inspection or financing that

must be satisfied, before the home is sold firm. The home is not really sold until all conditions have been met.

**5. Inclusion/Exclusions :** anything that is not a fixture must be noted to either stay or go. A fixture is defined as anything attached to the home.

**6. Closing Date:** the day title is transferred to the new owner and the funds are transferred to the seller.

**7. Irrevocable Date:** the time and date the offer is good until. If the irrevocable date passes without acceptance by both parties, the offer becomes null and void.

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