

MARY & MICHELLE

REALTY TEAM

	OFFER 1	OFFER 2	OFFER 3	OFFER 4
Buyer Agent				
Brokerage				
Buyers				
FINANCIAL TERMS				
Offer Price	\$1,350,000	\$1,350,000	\$1,350,000	\$1,350,000
Escalation Maximum		\$1,375,000	\$1,405,000	
Escalation Increment		\$5,000	\$5,000	
Earnest Money Deposit	\$25,000	\$45,000	\$50,000	\$50,000 (payable by 3/27)
Seller Subsidy				
Down Payment	75%	25%	20%	15%
Loan Amount	25%	75%	80%	85%
Loan Type (Conv., FHA, VA, etc.)	Conventional	Conventional	Conventional	Bridge Loan
Lender	Embrace Home Loans (Rockville)	EMortgage Capital (Costa Mesa, CA)	Fairway Independent	First Savings Mortgage
Lender/Letter Received	Yes, Michelle sw lender "slam dunk"	Yes, Michelle sw lender 760+ credit scores, lots of cash,	Yes, Michelle sw lender Already started underwriting	Yes
CONTINGENCIES & # of Days				
Home Inspection	Waived	7 Days VOID Only	Waived	Waived (pre-offer inspection)
Radon Inspection	Waived	7 Days	Waived	Waived
Financing Contingency	Waived	Waived	Waived	Waived
Appraisal Contingency	21 Days (likely no appr. due to down payment)	Waived	Waived (have \$ to make up low appr.)	Waived
Septic Inspection	Waived	14 Days (Five Star)	Waived	Waived
Well Inspection	Waived	14 Days	Waived	Waived
WDI Inspection	Seller's Expense	Buyer's Expense	Buyer's Expense	Waived???
As-Is Clauses - Contingencies Addendum	Home Sale Contingency - 21 Days			
SETTLEMENT				
Closing Date	Friday 5/16	Thursday 4/20	Friday 4/7	Tuesday 4/4
Title Company	Stewart Title	KVS Title	Universal Title Falls Church	KVS Title
OTHER CONSIDERATIONS				
Buyer Will Occupy	Yes	Yes	Yes	Yes
Inclusions Beyond Standard	None	\$800 Warranty paid for by Buyer	None	None
Other Seller Expenses (WDI, Septic, Well)	WDI (\$35-50)	Possible Well / Septic	None	None
NET OFFER*				
	\$1,350,000	\$1,350,000	\$1,350,000	\$1,350,000
NET OFFER WITH ESCALATION**				
	\$1,350,000	\$1,375,000	\$1,380,000	\$1,350,000
	Minus ~\$50 for WDI	Minus Well & Septic Negotiations + Well Potability Remediation if Necessary	WINNING OFFER	

*Net Offer does NOT include all settlement costs. This worksheet is designed to help compare the merits of each offer before doing a more detailed estimate of closing costs.

**Escalation may either be based on max potential, or it may be based on an amount above other actual offers in this comparison.