



TERMS TO BE NEGOTIATED BETWEEN BUYER AND SELLER

The following are things that need to be negotiated in order to fill out the purchase agreement. This form does not need to be filled out; it is simply a worksheet for your convenience. Headings correspond with the headings on the purchase agreement.

1. **SELLING PRICE:** \$ _____

- Personal property **included** in sale:
(stove, refrigerator, washer/dryer, dishwasher, etc.)

- Personal property **excluded** in sale:

1B. CASH SALE WITH NEW MORTGAGE

- Type of loan: **Conventional** **FHA** **VA**
- Amount of purchaser's new mortgage: \$ _____
- Term of mortgage: _____
(15, 30 years)
- Amount of down payment _____
(sum of mortgage amount and down payment equals selling price)
- Days to apply for mortgage _____
(usually 7)
- Days for loan approval _____
(usually 30)

NOTE: Be sure to get pre-approval letter from purchaser before accepting offer***

2. (Regarding Possession)

- When purchaser will take possession _____
(at closing, ___ days after closing, or a certain date)
- Daily rent paid by sellers to live in home after closing _____
(usually 1/30th PITI [principle, interest, taxes, insurance], which is basically 1 day's worth of purchaser's new mortgage payment, or a set dollar amount)
- Rent escrow held by Best Homes Title Agency _____
(number of days possession after closing x daily rent)

3. (Regarding Earnest Money Deposit)

Amount of earnest money to be held by Best Homes Title Agency _____
(suggest \$5,000, up to \$10,000, but no less than \$1,000)

4. GENERAL CONDITIONS

i. Property Inspection

- Days allowed for inspection _____
(usually 7-10)

5. ADDITIONAL CONDITIONS (or Addenda)

- Title work shall be done by Best Homes Title Agency
- Closing on or before a certain date _____
(usually 30 + days from signing of purchase agreement, unless they're paying with cash)
- Home warranty (optional) _____
- Contingency clause _____
A common contingency is known as the "72 hour clause", which allows the seller to market the home while purchaser attempts to sell his home within a certain time period. If seller receives second offer within that time period and gives the purchaser notice, purchaser has 72 hours to remove the contingency (copy of contingency to be attached).