

# Negotiation Guide

## Understanding Offers, Counteroffers & How We Negotiate the Best Deal

Allison Marie Bollinger • REALTOR® • Tafoya Group Real Estate  
DRE #02156643 • 559-908-3657

|                                         |                                                                                                                                                                                               |
|-----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Reviewing Every Offer</b>            | Every offer is carefully evaluated based on more than just price. We review financing strength, contingencies, requested timelines, deposits, and the overall likelihood of a smooth closing. |
| <b>Counteroffers</b>                    | If needed, we'll negotiate price, closing dates, repairs, credits, or other terms to better align with your goals while keeping qualified buyers engaged.                                     |
| <b>Negotiating Beyond Price</b>         | The strongest offer isn't always the highest. Flexible timelines, fewer contingencies, larger earnest money deposits, and strong financing can add significant value.                         |
| <b>Inspection &amp; Repair Requests</b> | If buyers request repairs or credits after inspections, I'll help you evaluate each request and negotiate a fair resolution that protects your interests.                                     |
| <b>Appraisal &amp; Closing</b>          | Should appraisal or financing issues arise, I'll work with all parties to find practical solutions and keep your transaction moving toward a successful closing.                              |
| <b>Communication &amp; Strategy</b>     | You'll receive honest advice, market insight, and clear communication throughout the negotiation process so you can make confident, informed decisions.                                       |

### My Commitment to You

My goal is to negotiate not only the strongest price, but the best overall terms for your situation. Every recommendation is based on current market data, experience, and protecting your interests from offer to closing.