

10 Ways We Are Seeing Buyers Getting Their Offer Accepted

01

Offer Rent Back

Buyers are offering the seller the right to rent back post-closing, for up to 60 days, to help the seller not have a home sale contingency and have time to move.

06

Buyer Love Letter; Intro Video

Buyers are writing letters to the seller, some are even taking it to the next level with video, to tell the seller more about why they want the seller's house.

02

Text Reviews Ahead of the Offer

Buyer agents and lenders are coordinating at the time of offer submission to discuss buyer's financial strength and lending team 5-star reviews.

07

Pre-Approval Checklist

Buyer agents, or their Luminate Loan Officer, are sending over a PDF of the pre-approval process to show the seller how thorough our process is with our buyers.

03

Close on Time Guarantee

Lenders are offering a certificate that guarantees the buyer will close on time. Of course, certain conditions apply.

08

Expert Positioning

Many buyer agents today are sending over comparable sales to justify their offers; especially those that are being made above asking price to help squash the concern of low appraisals.

04

Close Faster than Competitors

The average close time for all lenders in the US is 58 days. Luminate is cutting that in half to make the offer more appealing.

09

Fully Underwritten Pre-Approvals

Many buyers are taking advantage of our fully underwritten pre-approval. The same underwriter who reviews the pre-approval file is the final approver of the loan later in the process.

05

Call the Listing Agent

Buyer agents who call the listing agent to learn what the seller is really looking for seem to be having great success. It takes the guess work out of your offer.

10

Contingency Considerations

Many buyers are waiving contingencies or providing wording that they will cover costs found at inspection and/or providing proof of assets to cover any appraisal shortfall (with stop-loss limits).

*These offer practices are simply what we are seeing come in on accepted offers; we cannot guarantee they will work for you.



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Home Loans