



Offer Negotiation Form

HomeSteps
A Freddie Mac Unit

Provisions in the Homesteps Addendum will override conflicting provisions in the contract of sale.

TO: _____	FAX : _____	DATE: _____
FROM: _____	PHONE: _____	FAX: _____

ASSET# _____ **ADDRESS:** _____

LIST PRICE: _____

Signed contracts due to HomeSteps or it's designated representative within 72 hours of verbal agreement
All counter offers and/or verbal acceptances are "Subject to Freddie Mac approval", see Addendum to Contract of Sale, paragraph 3
Special addenda required: Addendum to Contract of Sale (6 pages, dated 03/03), HomeSteps Lead Paint Addendum, HomeSteps Seller Disclosure Addendum, and the following Seller specific addenda if applicable: state specific contract riders are required for NY and PA

SELLER'S NAME IS: _____

Seller's Reference #: _____

MI? YES NO MI POOL? YES NO

SETTLEMENT AGENT IS: _____

Contact: _____ Phone: _____

OWNER'S TITLE POLICY WITH: _____

Do not open title. Seller has already initiated a title order with a Freddie Mac Designated Counsel firm or the BCMC network

BUYER(S) NAME: _____ **PHONE:** _____

Pre-qualified with: _____ Owner Occupied? Y N 1st-Time Buyer? Y N Resell w/in 6 months? Y N

SELLING CO: _____ **SELLING AGENT:** _____ **PHONE:** _____

OFFER COMMENTS: _____

***** NOTE***** Costs itemized below are costs to be paid by seller only and should be reflected in the contract or addendum in the appropriate space as referenced beside each item. Become familiar with the addendum as its terms will override the contract.

OFFER DATE:	ORIG. OFFER	SELLER	BUYER	SELLER	BUYER	SELLER
Purchase Price (on sale contract)						
Close Date (Addendum #4)						
Earnest Money (on sale contract)						
Financing Type (Addendum #14)						
% Loan to Value (Addendum #14)	%	%	%	%	%	%
LOAN COSTS PAID BY SELLER						
Points / Loan Origination (Addendum #17)						
Non-Recurring Closing Costs (Addendum #17)						
REPAIR COST PAID BY SELLER						
Termite (Pest) Repairs (Addendum #11)						
Lender Required Repairs (Addendum #12)						
Other Repairs (Addendum #8)						
Inspections (Addendum #9)						
# Days for Buyer Inspections (Addendum #9)						
TRANSFER TAX/DOC STAMPS						
City (Addendum #18)						
County (Addendum #18)						
State (Addendum #18)						
OTHER SELLER COSTS						
Home Warranty (Addendum #17)						
HOA Transfer Fees (on sale contract)						
Certificate of Occupancy (Addendum #10)						
Zone Disclosures (on sale contract)						
Title Policy/Abstract (Addend #17c,rider NY/PA)						
Prorated Property Taxes (Addendum #5)						
Other (Addendum #29)						
Per Diem Amount (Addendum #4)						
COMMISSIONS						
Total Commission (Addendum #25) _____%						
Special Bonus/Incentive						
Commission Split _____/_____						
TOTAL SELLER COSTS:						
ESTIMATED SELLER NET:						

This form is to facilitate communication between HomeSteps and its listing broker.
It is not for distribution to prospective purchasers.