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Do You Want To Know How To Make An Offer For Rapid City Homes For Sale?

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You possibly already know some of the secrets of how to make an offer on a home. You offer less than what you're prepared to pay, correct? That's the most common negotiation method. For veteran investors, though, that's just one individual technique among many more powerful ones used when buying [Rapid City SD homes for sale](#).

How To Make An Offer

1. Offer an out of the ordinary amount, like \$158,492. This gives the feeling you know something the seller doesn't. He might think you have a good motive for that particular price.
2. Play dumb and pose questions. Talk slow, ask for assistance, and never display your real estate expertise. Sellers are afraid to move if they believe a smarter individual could be taking advantage of them.
3. Apply the "limited authority" technique. Try "I'll have to check with my husband." It's easier for sellers to accept that you can't do something, rather than the thought that you won't.
4. Employ precedent. "My father bought his home this way." If the offer is unusual, sellers will feel more comfortable knowing it has been done that way in the past.
5. Ask for things you don't need. This lets the seller win concessions when negotiating. If you can later on say, "I guess I don't need the refrigerator, if I can obtain my price," you're more likely to get your price.
6. Try to be reluctant. Say "Well, I don't know..." This gets the seller looking for ways to motivate you, and lets him think he's won something when you settle the point.
7. Make an offer appear to be their idea. "Are you saying you'd prefer a later closing, and additional earnest money? Well let's do it your way, then. I just require..."
8. Get yesses before the offer. "What if I paid your price, but got my conditions? Would that work for you?" Even with a few changes, it will be hard for the seller to say no to an offer he pretty much already agreed to.
9. Butter up. Flattery has been proven to be worth an average of \$2155 in real estate negotiations. That's a joke, by the way, but you know if he likes you, you'll almost certainly get a better deal.
10. Pass over issues, then go back to them in a while. Agree on every agreeable item first. It will seem like the house is sold then, and it will be hard for a seller to drop the deal over an issue or two that you require to go in your favor.

You can spend a lot of time looking for cheap houses. Meanwhile, high-quality negotiation skills can make any house cheaper. Why not spend a little time discovering the secrets of how to make an offer for [Rapid City homes for sale](#)?

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