

Negotiation

From Offer to Mutual Acceptance

Step 1: Offer is submitted to listing agent

Step 2: Seller responds with

1. Acceptance
2. Rejection
3. Counteroffer

Negotiation
May End
Here



Step 3: • If seller counters, buyer's response could be acceptance or counter the counteroffer

What is a Counteroffer?

Offer has been rejected and other party is making a new offer