

Scenario

You are the listing agent. This is a Standard Sale. The Sellers are retiring and need 45 days to move. They do not want to be rushed out the day escrow closes, meaning they would like to have a couple of days after C.O.E. They want \$535,000 for the house and are willing to pay for the buyer's home warranty along with the standard sellers closing costs. They understand the buyer wants the closing cost credit, but they want their amount after the \$5,000 credit to be \$535,000. The sellers want to keep both the dining room chandelier and den bookshelf.