

THE ASTUTE HOME ADVISOR



FREE GUIDE · SELLERS

DFW Home Seller Negotiation Secrets

How to protect your price, your terms, and your timeline from offer to closing.

Michael D. Chatman

The Astute Home Advisor · Refind Realty · DFW

*You deserve
the Astute Life.*

WELCOME

Getting an offer is only the start. Price is one piece of the deal. Closing costs, repairs, the option period, financing, appraisal terms, and the closing date all affect what you actually walk away with.

This guide explains the parts of a Texas home sale that are most often negotiated — and how to approach each one.

Look Past the Price

The highest price isn't always the best offer. Compare offers on net proceeds and certainty to close.

What to compare	Why it matters
Price and seller-paid costs	Seller concessions reduce your net just like a lower price.
Financing type and approval	A strong, verified pre-approval lowers the risk of a deal falling apart.
Earnest money and option fee	Larger amounts can signal a more committed buyer.
Option period length	A shorter period means less time the buyer can walk away for any reason.
Appraisal terms	Some buyers will cover part of a gap if the appraisal comes in low.
Closing date and possession	Timing that fits your move can be worth real money.

Understand the Option Period

In a standard Texas resale contract, the buyer can pay an option fee for the unrestricted right to terminate during the option period. This is when inspections happen and when repair requests usually come in.

- Expect an inspection report to list many items — most are normal maintenance.
- Focus on safety, systems, and big-ticket issues rather than cosmetic items.
- You can respond with repairs, a price reduction, a closing-cost credit, or a counter.

Negotiating Repairs

Credit vs. Repair

A closing-cost credit or price adjustment can be simpler than making repairs before closing — but lender requirements and the buyer's loan type can affect what's allowed. Talk through options before you agree.

When Multiple Offers Arrive

- Stay organized: review every offer side by side.
- Consider asking for highest-and-best offers by a clear deadline.
- Remember that strength of financing and flexibility can outweigh a small price difference.

When the Appraisal Comes in Low

If the buyer is financing, the lender's appraisal matters. A low appraisal doesn't automatically end the deal. Options can include providing comparable sales for reconsideration, meeting in the middle, the buyer covering a gap, or renegotiating price.

Keep Emotion Out of It

Selling a home you've lived in is personal. Buyers' inspection requests and lower offers aren't personal. A calm, strategic response keeps the deal moving and protects your bottom line.

Seller Negotiation Checklist

- ☐ Know your net number and walk-away point before offers arrive
- ☐ Complete the Seller's Disclosure Notice honestly and thoroughly
- ☐ Gather receipts for major repairs and upgrades
- ☐ Decide ahead of time what you will and won't repair
- ☐ Understand your timeline for moving out
- ☐ Review every term, not just price

Where Michael Helps

Michael has negotiated from the buyer's side, the seller's side, and inside builder sales offices. He knows how the other side thinks — and uses that to protect your price, terms, and timeline.

YOUR NEXT MOVE SHOULD START WITH A STRATEGY

Let's Build Your Plan.

Whether you're buying, selling, building, relocating, or preparing for later, Michael will help you figure out what makes sense for your family before you make the move.

[Book a Strategy Call](#)

469-258-6651

michael@astutehomeadvisor.com

You Deserve the Astute Life.

Find It.

The right property, community, and lifestyle fit.

Finesse It.

Price, terms, incentives, and contract strategy.

Fund It.

Payment, cash to close, and financing coordination.

Michael D. Chatman · Texas Real Estate License #0644238 · Refind Realty. This guide is for general educational purposes only and is not legal, tax, credit, or financial advice. Michael is a real estate agent, not a lender; loan programs, rates, and eligibility are determined by licensed lenders and can change. Information is believed reliable but not guaranteed. Texas law requires all license holders to provide the Information About Brokerage Services form to prospective clients. Never trust wiring instructions sent by email — always verify by phone with your title company at a known number. Equal Housing Opportunity.