SELLING GUIDE · GEORGIAN BAY

The Conditional Offer Scorecard

An offer that depends on the buyer selling their own home. Six questions that tell you whether it is a path to a sale or a pause with paperwork attached.

Score each question. Every **yes** is one point. Grade the buyer's house, not the offer in front of you, because the offer says almost nothing and their house says everything.

THE SIX QUESTIONS

1 **Is the buyer's home listed on the board right now?** Yes ☐ No ☐

An unlisted property is an intention, not a plan. Not listed on signing day means the timeline is already behind.

2 **Is it priced at or below the last ninety days of comparable sales?** Yes ☐ No ☐

Pull the sales on that street or in that complex. Priced above every recent sale means it will not sell inside the condition.

3 **Are comparable homes in their market actually moving?** Yes ☐ No ☐

Their local days on market matters more than the county average. Segment and price band both change the answer.

4 **Is the chain only one deep?** Yes ☐ No ☐

If their buyer is also conditional on a sale, the closing now depends on three households. Chains break at the far end.

5 **Is financing arranged, with bridge financing available?** Yes ☐ No ☐

A buyer with an approval and a bridge option can firm up under an escape clause notice. A buyer without one cannot.

6 **Does the condition period match the evidence?** Yes ☐ No ☐

A thirty day condition in a segment averaging seventy days is a condition designed to expire.

WHAT IT COSTS YOU

- **Week 1 to 2 on market:** high cost. You are spending peak exposure on a maybe. Needs an exceptional price.
- **Week 4 to 8:** moderate cost. Fresh traffic has thinned. A committed buyer competes well.
- **Past 60 days:** low cost. A listing past two months needs a live buyer more than another quiet weekend.

BEFORE YOU SIGN

- Insist on an escape clause. Without one the home is off the market for the full period.
- Read the notice period. 24, 48 and 72 hours are all common in Ontario. Yours is whatever the agreement says.
- Require the buyer's home to be listed at an agreed price by a set date.
- Have a real estate lawyer read the clause before signing, not after.

5 or 6 points. Workable. Counter for an escape clause and a condition period tied to their market, then accept.

3 or 4 points. Counter, do not accept. Fix the weak answers in writing or shorten the condition.

2 or fewer. Decline. This is a pause, not a sale, and it costs you the showings you cannot get back.

Send the address of the buyer's property and get the comparable sales back inside a day. jonathan@faristeam.ca · 705-433-2525

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