



Hultquist Homes' Offers Overview

- Must be written on New Construction PSA
Even if house is complete offer must be written on new construction PSA
- Signed HHI addendum needs to be submitted with buyers' offer
- Buyers' Pre-approval letter needs to be submitted with buyers' offer
- Earnest Money to be 1% of Purchase Price
- If offer is contingent details of contingency need to be provided ASAP
For example, if they have a house that needs to be sold; where is the property located, is it listed, what is the resale market like in the area, etc.
- Closing Cost Splits- We follow the common closing costs based on buyers type of loan
Except for
HOA questionnaire should be paid for by the buyers
Appraisals we add the following verbiage "Builder to pay up to \$850 for initial appraisal and up to \$125 for one re-inspection. Buyer(s) to pay any overage."
If Home Warranty box is checked add the following verbiage "Builder to provide standard 1 year warranty, if buyer(s) would like a third-party home warranty, buyer is to pay for it."
- NTP Funds Amount (in addition to EM)
\$0-\$650,000: 1% of Purchase Price
\$650,000-\$850,000: 2% of Purchase Price
\$850,000+: 3% of Purchase Price
Custom Home: 3% of Purchase Price
- Home Inspection verbiage "Buyer's choice with seller approval" or "Agreed upon inspector between buyer and seller"
- HHI addendum always needs to be listed as an attachment to the PSA or "HHI addendum to be part of the purchase and sale agreement" needs to be noted in the additional terms section
- It is Agent's responsibility to send any and all counters, addendums, early occupancy agreements, etc. to the title company