

How Do We Decide What to Offer?

One of the most common questions we hear is, "What should we offer?" The truth is, there's no magic formula. Every home, every seller, and every market is different.

Our job is to help you determine a price that reflects both the value of the home and your comfort level. We combine current market data with our local knowledge and negotiation experience to help you make an informed decision.

Here are the key factors we consider together:

Comparable Sales

The best place to start is by looking at homes that have recently sold and are similar to the one you're considering. We compare things like:

- Number of bedrooms and bathrooms
- Square footage
- Lot size
- Age and style of the home
- Location
- Garages, workshops, and additional features
- Recent upgrades and renovations

As REALTORS®, we have access to detailed MLS® sales information that isn't available on public websites, giving you a much clearer picture of a home's true market value.

The Condition of the Home

No two homes are exactly alike. We carefully evaluate the property's overall condition, including:

- Structural integrity
- Roof, windows, and foundation
- Heating, plumbing, and electrical systems
- Kitchens and bathrooms
- Landscaping and curb appeal
- General maintenance and upkeep

A beautifully staged home can make a wonderful first impression, but we'll help you look beyond the fresh paint to understand the home's overall condition.

Improvements & Upgrades

Not every renovation adds the same value. We'll help determine which improvements are meaningful investments and which are primarily cosmetic.

We consider upgrades such as:

- Kitchen and bathroom renovations
- New roofing or windows
- Heat pumps and energy-efficient improvements
- Finished basements or additional living space
- Garages, shops, decks, and outdoor living areas

Current Market Conditions

Seller's Market

When there are more buyers than available homes, properties often sell quickly and may receive multiple offers. In these situations, a strong, well-prepared offer is often the key to success.

Buyer's Market

When there are more homes available than buyers, you'll generally have more negotiating power. Sellers may be more flexible on price, dates, or conditions, giving you more options.

Balanced Market

When supply and demand are relatively even, negotiations tend to be more straightforward. Buyers have choices, and sellers must price their homes competitively.

It's About More Than Price

The highest offer doesn't always win.

Sometimes a flexible possession date, fewer conditions, a larger deposit, or simply making the process easier for the seller can be just as important as the purchase price. We'll help you put together the strongest overall offer—not simply the highest one.

Our Promise to You

One thing you'll never hear us say is, "Just offer more so you don't lose it."

At Pacific Roots Real Estate Group, we believe buying a home should be an informed decision—not an emotional one. We'll never pressure you into paying more than you're comfortable with just to win a bidding war.

Instead, we'll give you honest advice, explain the market, outline the risks, and provide the information you need to make the decision that's right for you.

If the home isn't the right fit—or if we believe you're paying more than it's worth—we'll tell you. We'd rather help you find the right home than simply help you buy a home.

Because at the end of the day, our success isn't measured by the number of homes we sell. It's measured by the trust our clients place in us and the relationships we build along the way.