REAL ESTATE EDUCATION SERIES

RE/MAX Properties

When Your Offer Is Not Accepted

Respond to rejection and counteroffers constructively

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A rejection or counteroffer does not always end the opportunity to buy a home. First confirm the offer's status, then identify the obstacle and decide whether a revised proposal still fits your goals. There is no purchase contract yet unless acceptance requirements have been met.

01 Confirm the status and the deadline

Ask your broker whether the seller rejected, countered, or simply let the offer expire. Get the actual response and review any acceptance deadline. Silence is not acceptance. A counterproposal changes the proposed terms; do not assume the original offer remains available.

02 If countered, review every change

Review all changes: price, credits, financing, inclusions, closing, possession, and deadlines. You may accept, decline, or counter again. Colorado's counterproposal requires written acceptance and notice received by the offering party within its stated deadline.

03 If rejected, ask whether a new offer is welcome

Have your broker ask what prevented acceptance and whether the seller would consider a revised offer. The seller may decline to explain or negotiate. If another buyer is under contract, discuss a properly documented backup offer rather than assuming the property is still available.

04 Solve the actual obstacle

Find out whether the concern is price, seller net proceeds, financing certainty, repairs, or timing. Use comparable sales and verified financing information to support your position. Avoid raising price automatically when a different term may resolve the disagreement.

05 Offer a workable package of tradeoffs

Consider a modest price adjustment, reduced credit request, or a closing date that suits the seller. Ask your lender to compare any seller-funded rate buydown. Exchange concessions deliberately and present a clear revised offer with a realistic acceptance deadline.

06 Keep your limits and important protections

Recheck the full monthly payment, cash to close, repairs, and appraisal-gap exposure before responding. Do not waive financing or inspection protections simply to revive negotiations. Decide your maximum and must-haves in advance; be willing to move on if the terms no longer work.

07 Put the agreement in writing and reset the plan

Have your broker prepare the offer or counterproposal, confirm signatures, and deliver acceptance on time. Once under contract, calendar earnest-money, financing, inspection, appraisal, and other deadlines. Keep communication factual and respectful.

ALREADY UNDER CONTRACT

A rejected repair request or proposed amendment is a different situation. The existing contract and its deadlines still govern; ask your broker about objection, resolution, and termination rights before taking action.