Making an Offer

Directions:

After choosing your favorite home from your *House Hunting Project*, you will research the home value and the local housing market to determine a fair price and decide what your offer to purchase would be. You may use Internet sources, print publications and/or personal interviews/discussions. You should NOT try to contact the home's current owner, but you may attempt to contact the home's agent if you choose.

1. Make a copy of the *House Hunting Project* page containing the home's information to use as a reference.

2. Research the housing market in the home's area. Determine the following:
   - If prices have been increasing or decreasing in the last year
   - If the number of homes for sale has been increasing or decreasing in the last year
   - What the average listing and sales prices are
   - What the median listing and sales prices are

3. Research comparable properties (same number of bedrooms and bathrooms, same area, relatively same condition). You should have done some of this when completing the *House Hunting Project*, but be sure to be aware of the following:
   - Listing and sales prices of recently sold comparable homes
   - Listing prices of comparable homes currently for sale
   - Average and median price per square foot in the area

4. Research the home for more details, including:
   - When the home was sold to its current owner and how much was paid for it
   - How long the home has been for sale
   - Any possible benefits or drawbacks other than those listed on your *House Hunting Project* page

5. After considering all of your research determine the purchase price you would initially want to offer. In addition, assuming you may be presented with a counteroffer and would need to negotiate, you should determine a maximum price you would be willing to negotiate to.

6. Write a two-page report summarizing your research findings and explaining your initial offer, maximum offer and rationale. Include a bibliography documenting your sources on a separate page. Attach your *House Hunting Project* page as well.