

# Overcoming Rejection

You've fallen in love with a house and made an offer that you thought was very good. Unfortunately, it was rejected. Here are some common reasons sellers don't accept certain offers.



## You revealed too much

Personal letters are popular, but it's important that the letter doesn't hurt your chances. For example, if you talk about wanting to remodel the home, you could offend the seller.



## You nickel-and-dimed the seller

A full-price offer may be enticing to the seller, but requesting additional money toward closing may turn them off.



## You offered too much

Some sellers may want to bypass offers that seem too good to be true because they can be appraisal nightmares. Work with your REALTOR® to determine a fair offer price.



## Your financial picture raises questions

Sellers want to feel assured that you can actually complete the transaction. Having a low down payment, a high debt-to-income ratio, or a subpar credit rating could call into question your ability to get a loan funded and close the transaction. Get pre-approved with a lender so your REALTOR® can submit the pre-approval letter with your offer.