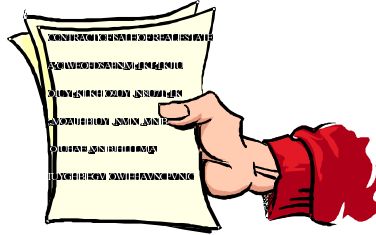


THE OFFER



Negotiations - Buyer makes a *written offer* to purchase.

Counter-offer - Rather than accepting the offer, seller *may* counter.

You have a Contract when

1. *All terms are agreed to in writing* by Buyer and Seller **and**
2. *Signed Documents are delivered* to Buyer and Seller or their representatives.

During the offer/counter-offer process

1. The listing broker is required by law to *continue presenting all offers* to the Seller.
2. *Seller may withdraw* his counter-offer and accept another contract.
3. *Buyer may withdraw* his counter-offer and purchase a different property.