SASKATOON BUYER GUIDE

HOW TO CHOOSE AN OFFER PRICE

A practical guide to evaluating market value, weighing competition and choosing a price you can stand behind.



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There is no single formula for choosing an offer price. The right number depends on recent comparable sales, the property's condition, current competition, the strength of the complete offer and your own financial limits.

This guide helps you organize that information so your offer is strategic, informed and comfortable for you.

THE LIST PRICE IS A STARTING POINT - NOT THE ANSWER.

Use evidence, strategy and your own limits to choose the offer.

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START WITH THE EVIDENCE

Four Inputs That Shape the Price

Market value is estimated from relevant evidence. Your final offer then reflects the property, the situation and the risk you are willing to accept.

1 Comparable sales

Recent sold properties provide the strongest market evidence when they are genuinely similar in location, style, size, age, condition, lot, parking and important features.

2 Property differences

No two homes are identical. Renovations, maintenance, layout, basement development, garage, location influences and required repairs can support adjustments within a value range.

3 Current competition

Active listings show your alternatives, while showing activity, offer instructions and recent sale patterns help explain how urgently buyers are competing for similar homes.

4 Your complete offer

Deposit, financing, conditions, possession date, inclusions and certainty can affect how a seller views an offer. A higher price is not automatically the strongest or safest choice.

THREE DIFFERENT NUMBERS

- List price: the seller's chosen marketing position and invitation to negotiate.
- Estimated value range: an evidence-based interpretation of relevant market activity.
- Your offer price: the amount you choose after considering value, competition, terms and your limits.

BUILD THE VALUE RANGE

How Comparable Sales Are Used

The goal is not to find one identical home. It is to identify the most relevant sales and understand the differences that matter to buyers.

1 Start nearby

Location can change value quickly. Begin in the same neighbourhood or a genuinely comparable area, then consider street position, nearby amenities, traffic, schools and other location influences.

2 Match the property type

Compare similar styles and ownership types. A detached home, townhouse and condominium may respond to different buyer demand, fees, land and maintenance responsibilities.

3 Compare size and function

Consider above-grade living area, bedrooms, bathrooms, layout, basement utility, lot, garage and overall functionality. Square footage alone rarely tells the full story.

4 Account for condition

Quality renovations and major system updates may add value, while deferred maintenance or needed repairs may reduce it. Cost does not always translate dollar-for-dollar into market value.

NUMBERS THAT NEED CONTEXT

The seller's purchase price, municipal assessment, online estimate and renovation receipts can be useful background, but none independently establishes current market value. Relevant recent sales and current buyer behaviour usually deserve more weight.

ASK YOUR REALTOR®

Which sales are most relevant, what important differences remain and where is the uncertainty?

TURN VALUE INTO STRATEGY

Choose the Offer - Not Just the Number

Once you understand the likely value range, the offer strategy should respond to the seller's process, competing interest and your own priorities.

1 When there is little competition

You may have more room to negotiate price or terms, but an unrealistically low offer can still be rejected. Consider market time, prior price changes, condition and your willingness to lose the property.

2 When multiple offers are possible

Decide your best defensible price before emotions rise. Understand the process, keep important protections in view and avoid assuming you will receive another chance to improve.

3 Terms can change the result

A seller may weigh deposit, conditions, possession, inclusions and certainty alongside price. Removing protections can increase buyer risk and should never be treated as a free way to strengthen an offer.

4 Set a walk-away point

Your maximum should reflect financing, closing and ownership costs, the property's value to you and the consequences if the market later disagrees with the price you paid.

BEFORE SIGNING THE OFFER

- Confirm the price and cash required are consistent with your financing plan.
- Understand every condition, date, inclusion, exclusion and obligation in the offer.
- Discuss how the strategy changes if the seller accepts, rejects or counters.
- Make sure you can live with both outcomes: buying at this price or walking away.

MAKE THE DECISION

Your Offer-Price Worksheet

Complete this page before the offer is written. It helps separate market evidence from pressure, excitement and fear of missing out.

THE NUMBERS

Lower end of estimated value range $ _____

Upper end of estimated value range $ _____

Planned opening offer $ _____

Maximum price I am prepared to pay $ _____

These amounts are decision aids, not guarantees of market value, acceptance or financing approval.

WHY THIS PRICE?

- Most relevant comparable sales
- Important property adjustments
- Current competition and alternatives
- Terms that matter to me and the seller

MY FINAL CHECK

- I understand the complete offer
- I can afford the cash and payments
- I accept the risks I am taking
- I will respect my walk-away point

MAKE THE OFFER WITH A PLAN - NOT A GUESS.

Use the evidence, understand the terms and choose a price you can support.

BOOK A BUYER CONSULTATION: 639.317.7700 | josef@lywak.ca | lywak.ca

General information only. Market value, financing and seller decisions are uncertain. Obtain advice for your specific situation.