

Dear Jones Family,

My name is Maria Smith and I'm writing to you on behalf of my family regarding our offer on your home. My husband, Eric, and I have two girls, aged 4 and 6, and a baby boy on the way. We moved to the Scottsdale area from Wisconsin only 8 months ago and have been renting a small apartment since then. We have quickly grown to love Scottsdale and all it has to offer. The people here are so friendly and we cannot get enough of all the sunshine and blue skies!

We have spent the last 8 months becoming familiar with the area and looking for the ideal place for our family to call "home." We've seen so many houses that I've lost count, but none of them have felt right for us. As soon as we walked through the front door to your home, we knew it was perfect for our family. We love the open floor plan and the modern kitchen. The den in the front of the house will make a perfect playroom for our little ones, and I know they'll love the open space in the living room, where they can run around and play make-believe as they always do!

The girls are so excited about the possibility of having their own rooms and have already planned out where their beds will go and where their dolls will sleep. The small bedroom next to the master will make the ideal nursery for our baby boy, who is due in September. When I noticed that the walls were already painted in baby blue, I took it as a sign that this is definitely the house for us and our growing family!

We couldn't help but notice the photo on the bedroom wall of your son graduating from UW-Madison. Eric and I are both alumni and that's actually where we met. Go Badgers!

Although your home is the ideal place for our family, it is a little out of our price range. If it were any other house, I would simply walk away and look for another one that we can afford. But I just can't do that with your home. I have no doubt that it is perfect for our family and therefore I am truly hoping that you will consider our offer of \$XXX. We recognize that it is below your asking price, but we have already gotten our mortgage pre-approval and this is the maximum that we can afford to pay.

We truly want to work out a solution that will be ideal for both your family and ours. We are flexible on the closing date and are willing to be flexible on any other terms that may help make the transition easier for you. If you accept our offer, you can rest assured that your house will be loved and cherished. We truly appreciate the work you have put into making it such a warm and inviting home, and we promise to keep it that way.

Thank you so much for taking the time to read this letter and consider our offer.

With best wishes,

The Smith Family