

Managing Multiple Offers

Tips for Sellers

Good news! You've received multiple offers for your home. How do you choose the one that is best for you. The following tips will help you manage the process.

When faced with multiple competing offers you have many decisions to make:

- 1 • Do you disclose to other buyers that multiple offers exist? Or keep that information to yourself?
• Do you accept the highest offer right away? Or do you counter-offer a single buyer and reject the others or put them aside awaiting a decision on your counter-offer?
- 2 Ask your seller representative for advice on the pros and cons of each situation. Ultimately the decision is yours.
- 3 Understand that communication is essential in these negotiations. Timely response to potential buyers keeps negotiations moving in a positive and forward direction.
- 4 Take time to acknowledge all offers even those you reject.
- 5 Every offer has an expiration date. Be aware of it and consider extending it when making a counter-offer.
- 6 Your seller representative may give you advice based on past experience and this advice is not a guarantee that a particular buyer will act a certain way in every situation.



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