

# Managing Expectations

## 7 Multiple Offer Tips to Help Buyers Keep a Level Head



You've found the house of your dreams, but you're not alone. When presented with the situation where your offer is, or may be, in competition with others, consider the following tips:

- ① To determine if your offer is in competition with other offers for the seller's attention it is necessary to **ASK** the seller or listing agent. The answer may or may not be helpful to you. It is the seller's sole decision whether to inform you if there are competing offers.
- ② Sellers are not obligated to consider offers in the order they are received.
- ③ The seller is not obligated to counter every, or any, offer received.
- ④ There is more to an offer than price. A full price offer is not a guarantee of acceptance. A seller could accept a lower price if other terms of the offer are favorable.
- ⑤ The house is still on the market during negotiations. Another offer may be considered and accepted by the seller in the midst of negotiation with you.
- ⑥ Sellers, and their agents at the seller's direction, may disclose to the other buyers the existence and terms of your offer without your permission.
- ⑦ There are advantages and disadvantages to various negotiating strategies. Talk to your buyer representative in advance on the pros and cons. The final decision is yours and yours alone.



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*Information courtesy of Suburban West REALTORS® Association*