



Seller tips for evaluating multiple offers

Are you thinking about selling your home? In today's real estate market, it's common to receive multiple offers on your property. Here are a few different approaches you can take when you receive multiple offers:

- 1. Accept the best offer.** The best offer is the one that nets the most to the seller, after seller concessions. Or, if you're hoping for a fast closing, an all-cash offer may be preferable to a higher-priced offer reliant on mortgage financing. Choosing the best offer is the easiest course of action, but you may regret the possibility that you left money on the table later.
- 2. Inform each buyer's agent there are multiple offers.** This will encourage all buyers to put their best offer forward. However, it may also have the opposite effect, discouraging buyers who don't wish to compete.
- 3. Counteroffer the best offer, and inform them of the multiple-offer situation.** This can be quicker and more direct than waiting to hear from all the potential buyers. However, it is possible that you may miss out on receiving a better offer from one of the other potential buyers, and there's no way to know unless you give them the chance to compete.

If you're ready to sell, I can help you navigate multiple offers and make sure your home sells for the right price. Call me today for an appointment!