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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!

Seller tips for evaluating multiple offers