

Top Tips – Multiple Offers, Sellers

- Follow the advice of your Realtor®** - they can help you navigate this situation
- Fight that other voice that says “...I must have under priced my home ...”**
- Don’t get greedy** – consider yourself fortunate to have any offer, ‘bird in the hand’
- Take Action** - postponing a response to offers in hopes of more can lead to buyers backing out
- Remember, it’s not just price** – there are other parts to every offer that should be considered
- Keep it confidential** – you cannot tell one buyer the terms of another buyer’s offer
- Don’t counter offer more than one buyer** – can lead to double jeopardy
- Know your options** – you typically have three:
 - Accept one of the offers
 - Choose one of the offers and counter that offer
 - Tell all parties they are in a multiple offer situation and they are invited to come back with their best offer
- Know the risks** – there are risks with how you handle this:
 - Buyers can feel like they are being ‘played’ or even lied to about the existence of other offers
 - Buyers can choose not to be part of a multiple offer situation and back away
 - Both offers could back away – more reason to treat this delicately
 - Buyers that pay more as a result of a multiple offer situation often feel like they over paid and many times try to get seller concessions out of building inspections or other
 - Do NOT bank on other offers in the future just because you have these offers
- Get good advice** – reach out to the Landry Team for informed advice:

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