



Don't let multiple offers
multiply your
RISK!

Multiple offers can
be wonderful but
fraught with pitfalls.

Here are a few notes to help multiply our owner's sales price
but not your risk & liability:

1. All offers in writing (*if it is not in writing, it's nothing, **LITERALLY***).
2. Be careful about accepting or sending narratives exposing people, marital/familial status, race, creed, color, religion, or similar facts that could create prejudice or preconceptions that could hurt more than help.
3. No photos of your buyers.
4. Sellers decides on when to view and accept offers, not agents.
You can only recommend.
5. If you post terms, conditions, and timelines on the MLS have those signed off by the seller. Otherwise, sellers could change their mind. So, you might want to put a disclaimer that seller may change terms and conditions without prior notice.
6. Face to face offers presentations cannot be rejected by agents unless sellers reject it in writing.
7. Title company picked by seller if seller really cares and is paying, but if seller doesn't really care don't be an impediment. If buyer pays, buyer's choice.
8. Counter offers to be binding must be in writing!
9. It's wise if offer over asking price, to request proof of funds.
10. Always remember your fiduciary responsibility.
11. You cannot dictate in the remarks a higher price than listed price. Instead increase the asking price.