

# Multiple Offer Strategies

## What Is A Multiple Offer?

- More than one party making an offer on the same listing.
- All bids from all parties made at the same time.
- May only have one chance to make one bid on the listing.
- Seller picks the best offer and the rest go in back up or lose.

## Why Multiple Offers In The Market Place?

- Low supply and high demand. Very little to choose from.
- More than one interested party on the same property.
- Creates in essence a bidding war.

## What Are The Best Multiple Offer Strategies? How I can Help You Win the Bid!

- Offer needs to be in most cases full price or above asking price.
- Deposit is a substantial amount and offer some at acceptance and balance at subject removal.
- Offer needs to be clean and as few conditions as possible.
- Any conditions or subjects have short removal dates.
- Completion, Possession and Adjustment dates need to be close to sellers desired dates.
- Seller is in one client room and the buyer is in another client room and ready to make a deal.
- Request the seller to come to the either listing or buyer agents office. Neutral ground vs. the sellers home.
- Imagine the message you send when buyer and buyer's agent and seller and seller's agent are all in attendance.
- Buyer to be present and at the offer presentation to send message to seller they are serious.
- Demand that we present the offer to seller in person face to face.
- Buyer to write a letter to the seller why they want to buy the home and read to the sellers.
- Bring a photo of the buyer, buyer's pet, buyer's family, buyers kids and place on the table.
- Bring a letter from the buyer's lender stating the buyer is good as gold.
- Book the inspection and septic or water inspections prior to presenting the buyer's offer.
- Ask for the PDS, Title, Lot Plan and signed off on them in advance of offer presentation.
- Only allow for a 20 minute acceptance time for the seller so they can't play your offer with the other offer.
- Always have a fresh page one of the contract ready. So you can walk in after a few minutes and present a new page one and higher bid price.
- Always take the time to build rapport with the listing agent and seller's. Get them to like and trust you quickly.
- Ask the listing agent why they want to sell where they are going next. What are their ideal dates. The things they love most about their home.
- Always ask the listing agent if the competing offers are the listing agents own offers and would their broker manager sit in on the offer.