

MULTIPLE OFFER NEGOTIATION GUIDE

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Buyer(s) and seller(s) should understand that in multiple offer situations only one offer will result in a sale. Buyer(s) and seller(s) both understand that time is of the essence. Every situation is unique and you should rely on your Agent's knowledge and experience to guide you.

Considerations:

- Seller(s) wants to get the highest price and best terms for themselves.
- Buyer(s) wants to buy at the lowest price and best terms for themselves.
- Seller's broker acts on behalf of the sellers and their best interests.
- Buyer's broker acts on behalf of the buyers and their best interests.

INFORMATION FOR BUYERS

Considerations:

- A low offer may result in another Buyer's higher offer being accepted.
- In some cases, there may be several full price or above offers competing for the Seller's acceptance.
- Seller(s) may find other terms more desirable.
- An escalation clause may be used.

Confidentiality: Purchase agreements generally are not confidential. Seller(s) may have the ability to disclose the existence and/or the terms of buyer's offer in an attempt to obtain a "better" offer. Buyer(s) may want to discuss with buyer's agent the option to establish a confidentiality agreement between the buyer(s) and the seller(s) prior to commencing negotiations. **However, realize that making the offer contingent upon confidentiality may cause the seller(s) to reject the request and, consequently, the terms of the offer will not be divulged to or reviewed by the seller(s).**

INFORMATION FOR SELLERS

Considerations:

- Seller(s) can accept the "best" offer.
- Seller(s) can inform all buyers of other offers and ask them to make their "best" offer.
- Seller(s) can counter while holding the other offers.
- Seller(s) can counter and reject all other offers.
- Seller(s) shall understand offers may contain an escalation clause.

Confidentiality: Buyer(s) may provide a confidentiality agreement prior to presenting their offer. Seller(s) would have to decide to accept or reject confidentiality of the offer before ever seeing the terms of the offer. **If seller(s) accept the confidentiality agreement, seller(s) will not be able to reveal the terms of the offer to other potential buyers. If seller(s) reject the confidentiality agreement, seller(s) will not be able to review the offer.**

I/We acknowledge that this is information only, not an agreement.

Signature _____ Date _____

Signature _____ Date _____