

Buyer's Guide: Navigating Multiple Offers

Buying in a Competitive Market: What to Know About Multiple Offers

In a hot real estate market, it's common for homes to receive multiple offers. Here's what you should know if you find yourself in that situation:

Be Ready to Act Quickly

Your Realtor will let you know as soon as they learn that a multiple offer situation exists. In many cases, sellers won't give buyers a second chance - so it's wise to submit your best possible offer upfront.

Write a Strong, Clean Offer

With your Realtor's help, aim to make your offer as "clean" as possible:

- Limit conditions (while still protecting your interests)
- Be clear on deposit, financing, and closing terms
- Stay flexible with possession dates if possible

The fewer strings attached, the more attractive your offer will be.

Order of Offers Doesn't Guarantee Priority

Offers are typically presented to the seller in the order received, but sellers are not obligated to respond, counter, or even consider them in that order. They can accept another offer at any time - even before responding to yours.

Full-Price Offers Aren't Always Enough

A full-price offer doesn't automatically win the home. Competing offers may:

Buyer's Guide: Navigating Multiple Offers

- Exceed the asking price
- Have fewer conditions
- Be more appealing to the seller for other reasons

Other Offers May Be Hidden

In some cases, sellers instruct their agent not to disclose that multiple offers exist. That means you could be competing without even knowing it.

Risk of Counter Offers

If the seller counters your offer, it's still not locked in. They can withdraw that counter and accept another offer unless you accept the counter first.

Be Nearby for Quick Decisions

Your Realtor might suggest waiting nearby while your offer is being presented. This allows you to make decisions quickly if the seller comes back with questions or a counter offer.

Consider a Backup Offer

If your offer isn't accepted, you may want to submit a backup offer. This gives you the chance to move into first position if the accepted offer falls through. Ask your Realtor if this option is right for you.

Be Prepared Before You Offer

Even with all these tips, the best thing you can do is talk through these scenarios with your Realtor ahead of time. That way, if you find yourself in a multiple offer situation, you'll already understand:

- What's expected of you
- The potential risks

Buyer's Guide: Navigating Multiple Offers

- How quickly decisions may need to be made
- What your strategy will be

Taking the time to have this conversation early on means you'll be confident, calm, and ready to make an informed decision when the right property comes along.