Bay East Consumer Guide

Navigating Multiple Offers

Choosing the offer that's right for you

📑 Every Offer Tells a Different Story

Compare offers based on:

- Purchase price
- Financing
- Contingencies
- Earnest money deposit
- Closing timeline

💡 **The strongest offer isn't always the highest.**

🎯 Know Your Priorities

Ask yourself what matters most.

Are you looking for:

- A quick closing?
- The highest price?
- Fewer contingencies?
- An all-cash offer?
- More flexibility after closing?

👉 **Your goals should guide your decision.**

🤝 Negotiation Is Part of the Process

You don't have to accept the first offer.

Options may include:

- Accepting the strongest offer
- Requesting each buyer's "highest and best"
- Sending a counteroffer
- Negotiating terms beyond price

⚖️ More Than Just the Purchase Price

Some buyers may include terms like:

- Escalation clauses
- Seller concessions
- Flexible move-out dates
- Reduced contingencies

⚠️ **Remember: A counteroffer replaces the original offer, so review it carefully before moving forward.**

🤝 We're Here to Help

A Bay East REALTOR® can help you:

✔️ Compare offers beyond the purchase price

✔️ Develop a negotiation strategy

✔️ Navigate multiple-offer situations