

# Strategies for Multiple Offer Situations

1. Write your offer over the list price.
2. Include an escalation clause to increase the offer for a certain amount above the highest offer received by seller.
3. If the property appraises for less than the sales price, agree to pay any additional money down required by the lender.
4. Agree to pay all closing costs and transfer taxes/fees.
5. Strike out the financing contingency.
6. Include documentation of your loan approval and financial ability to purchase with the offer.
7. Remove contingencies.
  - a. Buy the property “as is” with no home inspection
  - b. Buy the property “as is” with the right to do a home inspection.
8. Offer as large an earnest money deposit as possible.
9. Make your earnest money non-refundable except for failure on the part of the seller to perform.
10. Allow the seller to set the closing date that is most convenient to them.
11. Negotiate a favorable possession date with the seller.



**PLEASE NOTE:** The items above are what some other buyers have chosen to include in their offer to purchase to maximize their chances of getting their offer accepted by the seller. It is your right to include or exclude any of the above items in your offer to purchase. Each of the above strategies may carry with it their own risks. Be sure you fully understand the risks involved before including any of the above items in your offer to purchase.