

Should You Accept the Highest Offer for your Home?

Imagine a kid running a lemonade stand. He's selling his product for 25 cents a cup. He's doing okay. Sales are good. Then someone comes up to his stand and says, "I'll give you 50 cents for a cup. But, I don't have the money right now. Give me the lemonade and I'll pay you later."

Should he take the deal?

Chances are, you'd advise against it. After all, just because the price is high — in this case, double — doesn't mean the offer is a good one. There's a chance the customer won't come back with the promised 50 cents!

That's a simple example but applicable when considering multiple offers for your home. Yes, the offer with the highest price is often the one to accept, but there are situations when that's not the case.

For example, you should be careful when considering the highest offer if the buyers' financial situation is uncertain. Have they attached an appropriate deposit? Have they secured a prearranged mortgage from a reputable lender? Has their current home been sold, or is it at least listed for sale?

It may turn out that the offer is fine, but these are questions that should be considered.

Another scenario involves *conditions*. The highest offer might have conditions such as your property



passing a home inspection or the buyers selling their current home. That would make the second-highest offer with no conditions more attractive — especially if the price isn't far off that of the highest offer.

Keep in mind that you can ask to have conditions dropped in your counter-offer.

As you can see, deciding which offer to accept is not as straight-forward as it may seem, especially if you anticipate getting multiple offers.

What to Look for when Watching a Walk-Through Video

Walk-through videos are becoming increasingly popular. The seller's agent simply films a tour of a home, often including commentary, and then makes the video available to prospects.

When you're shopping for a new home, you want to get the most out of watching this type of video, especially if you're relying on it to help you decide whether or not to make a viewing appointment.

Consider these suggestions:

- Remember, it's a video. So take advantage of the ability to pause, go

back and forth, and take screenshots you can review later.

- When you're watching, look for everyday items that can give you perspective, such as a lamp, sofa or chair. These items will help you gain a more accurate sense of room sizes.
- Although that previous tip will help, it's still difficult to judge room size on a video. So, don't be quick to dismiss a listing because you think the rooms might be too small.
- Pay attention to what is not shown. Did the agent leave the ensuite bathroom out

of the video? That may indicate an issue.

- When viewing the main rooms, such as the living room and kitchen, try to get a sense of how your furniture will fit.
- Make a list of features and characteristics you want in your next home. Have that list handy as you watch the video. You can use it as a checklist.
- While you're watching, jot down any questions you have about the property.

After watching the video, if you like what you see, take the next step. Schedule a viewing appointment.

Think, Act... Live!

"Do what you have to do until you can do what you want to do." [Oprah Winfrey](#)

"Innovation is the ability to see change as an opportunity — not a threat." [Steve Jobs](#)