

SELLER TOOL

Offer comparison

Fill one column per offer. The last three rows are the ones that decide it, and they are the ones nobody fills in.

	OFFER A	OFFER B	OFFER C
Offer price			
Financing type			
Down payment			
Earnest money			
Buyer-agent compensation requested			
Seller concessions requested			
Repair credit / inspection terms			
Appraisal terms			
Other contingencies			
Closing date			
Possession			
Estimated seller net			
Risk of not closing (1-5)			
Notes			

TUCKER'S TIP

I will run the net figures for every offer on the table, not just the one that looks best. It takes me twenty minutes and it changes the decision more often than you would think.