

Navigating Multiple Offers

Low inventory is creating more multiple offer situations. Navigating them successfully requires knowledge and patience. Here are some of the tools available to assist SWRA members and their clients. To quote Sy Syms, “An educated consumer is our best customer”. Successfully navigating multiple offers begins with buyers and sellers who understand the scenario before it happens. SWRA has [customizable flyers](#) that REALTORS can use to prepare [buyers](#) or [sellers](#) for the potential multiple offers situation. The flyers serve as conversation starters with take away information for the client to review.

From the Pennsylvania Association of REALTORS (PAR), SWRA members have access to the [Price Escalation Addendum to Agreement of Sale \(PEA\)](#) (login in required to access) In a multiple offer situation, the PEA may give your client the edge on the competition. Along with the benefits of a Price Escalation Addendum, there are risks. Understanding the form and using it correctly are essential. As with most other forms, PAR provides Guidelines for Preparation and Use for the form. These can be [accessed from the link right next to the form link](#).

The National Association of REALTORS also has a multiple offer resource. A [Field Guide to Multiple Offers](#) provides a one-stop resource package with links to articles, books, websites, statistics, and other material on each subject