

REALITY CHECK



Agents Can Help Weigh Multiple Offers

While the sizzling seller's market that continues to surge across the country is fantastic news for people listing their homes, sorting through multiple offers can be challenging without the assistance of a knowledgeable real estate agent.

In today's limited-inventory market, offers can be highly competitive, with bids often climbing higher and higher. However, it's important to keep in mind that the highest offer isn't always the one that works best for you. One potential issue with bids over list price is the appraisal coming in low, resulting in the lender approving a smaller loan than the amount the buyer offered. That means the buyer has to come up with the difference in cash.

As an experienced agent, I can help you by reviewing the terms of the entire contract as well as the buyer's down payment and financing, including the reputation of their lender, to make sure they have enough funding to close on the offer they've made. Of course, buyers with mortgage pre-approvals always have a natural edge, and those with an all-cash offer who will meet your terms on the length of the closing period can be particularly enticing.

So, while it can be incredibly exciting to be awash in offers, I will use my expertise to offer sound advice and guide you throughout the selling process to ensure a smooth transaction from start to finish.

As a Coldwell Banker Realty affiliated agent, I have the tools and resources to help you sell or buy a home in today's competitive market. If you're ready to make a move, contact me today to schedule an appointment or visit ColdwellBankerHomes.com.



Lori Vialpando GRI, MRP

Realtor®

Coldwell Banker Realty

C. 303-324-5731

homes@lori-v.com

<https://lori-v.com/>



Not intended as a solicitation if your property is already listed by another broker. Affiliated real estate agents are independent contractor sales associates, not employees. ©2020 Coldwell Banker. All Rights Reserved. Coldwell Banker and the Coldwell Banker logos are trademarks of Coldwell Banker Real Estate LLC. The Coldwell Banker® System is comprised of company owned offices which are owned by a subsidiary of Realogy Brokerage Group LLC and franchised offices which are independently owned and operated. The Coldwell Banker System fully supports the principles of the Fair Housing Act and the Equal Opportunity Act.