

PRESENTATION OF OFFERS: ONLY 2 OPTIONS!



IMMEDIATELY

Review offers as they are received.

The REALTOR® will present all offers to the Seller objectively and as quickly as possible.

Once presented, the REALTOR® has fulfilled his/her obligations pursuant to the Code of Ethics.

Then the Seller is in the driver's seat.

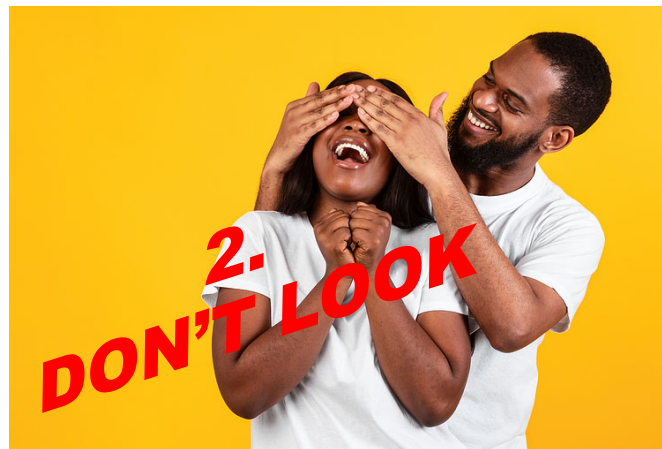
The Seller may:

- Accept
- Reject
- Counter
- Call for Highest and Best
- Do Nothing at All

It is a best practice and professional courtesy for the REALTOR® to engage in timely and effective communications with cooperating brokers.

To understand the Seller's rights in a multiple offer situation, [please click here](#).

This option offers the Seller the most flexibility!



DELAYED

Complete the [Delayed Presentation of Offers Addendum](#), disclose the date/time identified on the Addendum in the *Public Marketing Remarks*, & upload the Addendum to the MLS. There is a fee for failure to upload the Addendum.

Set expectations with the Seller. The Seller must understand that the REALTOR® WILL NOT discuss or review offers with the Seller prior to the identified date.

This doesn't prevent the REALTOR® from communicating with cooperating brokers who might be showing the property or preparing to write an offer.

It isn't necessary to formally present the offers to the Seller at the identified time; they simply *cannot be discussed with the Seller* prior to that time.

The date/time identified on the Addendum serves as a deadline for cooperating brokers to submit their offers.

Do not accept an offer prior to the identified date/time.

Once presented, the Seller is in the driver's seat and may: Accept, Reject, Counter, Call for Highest & Best, or Do Nothing at All

It is a best practice and professional courtesy for the REALTOR® to engage in timely and effective communications with cooperating brokers.

DANGER ZONE!

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AVOID THE DANGER ZONE AT ALL COSTS!

Don't publish a date on the MLS and then accept an offer prior to that date. The MLS strongly discourages agents/brokers from publishing a date on the MLS and then trying to change or remove that date. **If there is any possibility whatsoever that the Seller will want the flexibility to accept an offer quickly, do not establish a delay and publish a date on the MLS.** Any journey into the Danger Zone will surely lead to disgruntled buyers, disputes with cooperating brokers, the involvement of the GRAR Grievance Committee, and possible sanctions. Data integrity sets our MLS apart from national third party websites. Brokers and the consumers they serve rely upon this information to be trustworthy.