⭐ SELL FOR MORE SYSTEM™

OFFER COMPARISON SHEET

A side-by-side evaluation tool to compare multiple offers accurately, objectively, and strategically.

⭐ SECTION 1 — OFFER SNAPSHOT TABLE

Use this table to compare **up to three offers** at once.

Offer Comparison Table

Criteria	Offer 1	Offer 2	Offer 3
Buyer Name(s)			
Offer Price			
Financing Type (Conv, FHA, VA, Cash, USDA)			
Down Payment Amount			
Loan Strength (Strong, Medium, Weak)			
Appraisal Contingency? (Yes/No/Partial)			
Inspection Contingency?			
Requested Seller Concessions (if any)			
Closing Cost Requests			
Requested Repairs?			
Closing Date (High/Medium/Low)			
Flexibility of Closing Date (High/Medium/Low)			
Earnest Money Deposit			
Possession Terms			

Contingent on Buyer Selling a Home?			
Buyer's Lender Name			
Reputation of Lender			
Strength of Pre-Approval Letter			
Buyer's Motivation Level			
Notes / Gut Feeling			

⭐ SECTION 2 — FINANCING RISK SCALE

Not all financing is equal.
Use this scale to evaluate the *risk profile* of each offer.

Financing Type Risk (from lowest to highest)

1. Cash – Lowest Risk
2. Conventional – Low Risk
3. VA – Medium-Low Risk
4. FHA – Medium Risk
5. USDA – Higher Risk
6. Down Payment Assistance Programs – Highest Risk

Add notes here:

⭐ SECTION 3 — APPRAISAL RISK SCALE

Rate each offer from **1–5**:

1 = No risk
3 = Possible risk
5 = High risk

Offer	Appraisal Risk Score
Offer 1	
Offer 2	
Offer 3	

Ask:

- Are the comps strong enough to support the price?
- Is the buyer stretching above list price?
- Does the loan type increase scrutiny?
- Does the home have unique features?

⭐ SECTION 4 — INSPECTION RISK SCALE

Rate each offer from **1–5**:

1 = Minimal nitpicking
3 = Likely requests
5 = Inspection-heavy buyer

Factors:

- Loan type
- Buyer personality
- Home age
- Market conditions
- Inspection report patterns

Offer	Inspection Risk Score
Offer 1	
Offer 2	
Offer 3	

⭐ SECTION 5 — NET SHEET CALCULATION

The **offer price is NOT the seller's net.**
Use this formula:

Offer Price

– Seller Concessions
– Requested Repairs / Credits
– Title Fees (if applicable)
– Other Contract Costs
= **Seller Net**

Provide space for each offer:

Offer 1 Net Sheet:

Offer 2 Net Sheet:

Offer 3 Net Sheet:

⭐ SECTION 6 — THE WEIGHTED SCORE DECISION MATRIX

This part makes the decision crystal clear.

Rate each offer from 1–5 in the categories:

1. Price Offering

2. Net to Seller

3. Financing Strength

4. Appraisal Strength

5. Inspection Risk

6. Timeline / Closing Fit

7. Concessions Requested

8. Certainty of Close

Example Matrix:

Category	Weight	Offer 1	Offer 2	Offer 3
Price	**10**			
Net to Seller	**10**			
Financing Strength	**8**			
Appraisal	**7**			
Inspection	**6**			
Timeline	**5**			
Concessions	**5**			
Certainty of Close	**10**			

Add totals at bottom:

Total Score Offer 1: _____
Total Score Offer 2: _____
Total Score Offer 3: _____

⭐ SECTION 7 — THE GUIDING QUESTIONS

These questions reveal the TRUE best offer:

✓ Which offer gives me the least headache?

✓ Which offer gives me the highest net?

✓ Which buyer appears most stable?

✓ Which lender is the strongest?

✓ Which one protects my timeline best?

✓ Which offer is least likely to fall apart later?

✓ If all prices were equal, which offer would I choose instinctively?

✓ Which offer feels the safest and strongest?

Your gut is a data point — but not the only one.

⭐ SECTION 8 — KEY TAKEAWAY

****Don't choose the highest offer.**

Choose the best offer.**

The best offer is a blend of:

- price
- terms
- risk
- stability
- strengths
- timeline
- certainty of close

This worksheet ensures you make the right choice with clarity and confidence.