

- 1 When a Seller is considering which offer to accept or counter in a multiple offer situation:
 - A. The purchase price matters
 - B. The dates in Section 24 matter
 - C. All contingencies matter
 - D. All of the above
- 2 When a listing agent receives multiple offers on a property she has listed, she should:
 - A. Present all of the offers together
 - B. Present the offers as they come in
 - C. Give special treatment to offers from her own buyers
 - D. Give special treatment to offers from offers from agents within her office
- 3 Regarding multiple offers, real estate agents need to remember that:
 - A. The Seller is in charge of how multiple offers are to be handled
 - B. The Seller is in charge of whether or not multiple offers can even be disclosed to other inquiring agents
 - C. Both A and B
 - D. Neither A nor B
- 4 The Seller's Notice to Buyer of Multiple Offers form specifies that interested buyers may elect to:
 - A. Do nothing and let his or her original offer lapse
 - B. Resubmit his or her original offer
 - C. Submit a new offer
 - D. All of the Above
- 5 The Seller's Notice to Buyer of Multiple Offers form:
 - A. Provides Notice to one Buyer that their offer has been accepted
 - B. Is a Counteroffer
 - C. Provides all buyers with the opportunity to present their "highest and best" offer
 - D. All of the Above
- 6 The Multiple Offer Addendum is:
 - A. An Addendum to the Real Estate Purchase Contract
 - B. A Notice
 - C. A Disclosure
 - D. None of the above
- 7 The Multiple Offer Addendum to the REPC:
 - A. Is a Counteroffer
 - B. Specifies the terms of the Counteroffer
 - C. Is not binding unless Buyer is notified in writing by the Seller
 - D. All of the Above
- 8 The Multiple Offer Disclosure discloses several options for dealing with multiple offers, including the option to:
 - A. Accept or Counter one of the offers and reject the others
 - B. Present Multiple Counteroffers
 - C. Provide All Buyers an opportunity to present their "highest and best" offer
 - D. All of the Above
- 9 The Multiple Offer Disclosure needs to be given to:
 - A. The Seller
 - B. All Potential Buyers
 - C. The Buyer whose offer is chosen
 - D. The Buyer in Back-Up position
- 10 The myths of multiple offers do NOT include:
 - A. Buyers offers are confidential
 - B. Sellers need to formally reject an offer in writing
 - C. . The seller cannot counter all offers
 - D. The seller must ask for highest and best

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