

## Making a Best Offer

Best Offer lets you offer the seller a price you're willing to pay for the item. The seller can accept, reject, or counter your offer by suggesting another price.

You can use Best Offer when you see the Make Offer button on a listing.

The seller can accept, reject, or counter your offer.

Are you a seller looking to add a Best Offer option to your listings? Read our article on

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<https://www.ebay.com/help/selling/listings/selling-buy-now/adding-best-offer-listing?id=4144>

adding Best Offer to listings&Best Offer is a great way to buy the item you've been looking for at a bargain price. As well as saving money, you won't have to wait for the listing to end to buy your item, if the seller accepts your offer.

How to make a Best Offer

You can make a Best Offer on listings that have a Make Offer button. Once you've found an item you want to buy that accepts Best Offers, here's how to make

your offer:

- Choose Make Offer.

- Enter your offer. If you like, you

- can add a message to the seller.

- Select Continue.

- On the next

- page, you may be asked to confirm your payment and shipping information. Select

- Edit** if you need to change anything.

- Select

- Send.

- If you've added the item to your Watchlist, you can also select Make

- Best Offer next to the item in your Watchlist. If you're making a Best Offer on an item that

- offers personalization, you can add your personalization comments in the Message field once you

- select Make Offer.

Tip When you make an offer or counteroffer, you're committing to buy the

item if your offer is accepted. If you entered your payment method when making your offer,

you'll be charged if the seller accepts.

How to find listings with Best

Offer

Not all listings have the option to make an offer, but you can filter your search results to find sellers who do accept offers. When you're searching for the item you'd like to buy, you can select Accepts offers at the top of the search results to see listings with Best Offer. You can also use Advanced search to find Best Offer listings:

Go to [Advanced search](https://www.ebay.com/sch/ebayadvsearch) - opens in new window or tab.

Enter your keywords.

Scroll down to Buying format and select Best offer.

Select Search.

What happens after you make your offer

The seller has until your offer expires to decide whether to accept or reject your offer. They can also suggest another price. If they don't respond to you in that time, or if the listing ends before they respond, then your offer expires. If the seller responds, they may:

- Accept your offer: Just like any other sale on eBay, you're obliged to pay the amount you offered. Immediate payment is not required when the Best Offer option is used in a listing, unless you were asked to confirm your payment method when placing your offer.
- Reject your offer: You can still make another one (up to 3 on most items and 5 in most vehicles categories).
- Counter your offer: The seller may suggest another price. You can choose to accept, reject, or continue negotiating by making another offer to the seller.

Tip Your offer only applies to the item price. Shipping costs and all the other terms specified in the seller's listing remain the same.

Retracting a Best Offer

When you make a Best Offer or a counteroffer, you're agreeing to buy the item at that price if the seller accepts. However, if you've made a mistake when making an offer or a counteroffer, you can retract or cancel it in certain circumstances. You can retract an offer if:

- There are 12 hours or more left before the listing ends.
- You placed your most recent offer less than an hour ago.
- You won't be able to retract your offer if:
- The listing ends in less than 12 hours and it's been more than an hour since you placed your most

recent offer

- The seller has already accepted or declined your offer, or sent you a counteroffer
- You've already made 5 offers in a specific category

If you're using the eBay desktop site, here's how to retract a Best Offer or a counteroffer if it meets the requirements above:

- Go to Bids/Offer in

My eBay - opens in new window or tab

Find the offer you'd like to retract.

Select Review offer, then select Retract offer.

You can also retract your offer on the item page by selecting Review offer and then Retract offer. If you're using a mobile browser or the eBay app, go to the

Best Offer cancellation form - opens in new window or tab

to retract your offer.

## Tips for making offers

When you've got your eye on something and have a certain price in mind, you can increase your chances of the seller accepting your offer by having a Best Offer strategy. Here are some tips for making offers:

- Be reasonable: Sellers who accept offers are flexible on price and generally take fair offers seriously
- Add a message for the seller: A friendly, personal message could help you get the item at the price you want. Look for the Add message to seller option when you're entering your offer
- Check the item's original listing date: If it's been listed for a long time, the seller might be more flexible on the price
- Use your Best Offers wisely: We limit the number of Best Offers you can make on each item, we'll let you know when you're using your last one. Expired, rejected, and retracted offers all count toward this limit

## Responding to an offer from a seller

If you watch an item or add it to your cart, the seller can send you a special offer for that item. If you receive an offer, you'll get an email and a message in

My eBay - opens in new window or tab

If you select Review offer

in this message, you can review and respond to the offer. If you'd like to accept the offer, select Accept offer and proceed to checkout to complete your purchase. If you're not interested in the offer, select Decline offer. You can also make a counteroffer if you'd like to negotiate a better price. Here's how:

- Select Make a counteroffer.
- Add your amount (this doesn't include shipping).
- If you like, you can add a message for the seller.
- Select Review, then select Send.

The seller can then accept your counteroffer, decline it, or send you a counteroffer. You can send a maximum of 4 counteroffers to the seller. Find out more in our article on [counteroffers](https://www.ebay.com/help/buying/buy-now/counteroffers?id=4020). Each offer is valid for 24 hours or until an offer is accepted, whichever comes first. With a single item listing, the first buyer to accept the offer gets the item. With a multiple quantity listing, buyers can continue to avail of the offer until all items in the listing are sold or the offer expires.

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