



Why Sellers Issue Counter Offers at Full Price

Sellers Can Be Irrational

Many sellers think their home is worth much more than it is actually worth. If you want further evidence, try counting the number of listings in MLS that sell at their original listed price. You'll find a large percentage will have had a price reduction. If a home sells above asking price, it is usually because the seller is paying a large amount of the buyer's closing costs

Sometimes Buyers Will Accept Full Price Counter Offers

Listing agents know that buyers who put down an earnest money deposit and take the time to write a purchase offer probably want to buy the house. Buyers have a way of letting their emotions rule and often fall in love with the house. The buyer might initially offer less so the buyer can later say to herself, "*Hey, I tried my best.*" **Many Buyers Intensely Dislike Negotiations!!**

Sellers Expect Buyers to Counter Sellers' Counter Offers

Sellers know it is considered risky to issue a full-price counter offer to the buyer. They are taking the chance a buyer might walk away from offer negotiations. But like buyers who will offer less than they expect to pay, sellers will try to get more than the price they will actually accept. They want to later say, "*I tried my best.*"

Sometimes Sellers Have a Change of Heart

Reality doesn't always set in upon signing a listing agreement. Not until an offer is received, do some sellers start to consider the fact that they are moving. Offer presentation is often when seller's remorse happens. Sellers can feel reluctant to let their home go any price, much less at offer price, so they issue a counter offer in hopes the buyer will go away. It saves face. Rather than tell friends they had cold feet, sellers can say, "*Oh, the buyer wouldn't pay our price.*"

Home Wasn't On the Market Long Enough

It's not unreasonable for sellers to reject offers by writing a counter offer for full price when the home has been listed for fewer than 21 days. Ironically, the first offer received is typically the best offer, but sometimes sellers feel if they hold out for a few more weeks, somebody else will offer full price.



Home Was Priced Right

If a home is priced right it will sell. Sellers won't have to ask "Why Isn't My Home Selling," because they will receive a lot of buyer showings. When interest level is high, generally the home is priced according to market. If it's the lowest-price home among the comparable sales in the neighborhood, sometimes buyers will fight over it.

Bad Listing Agent Advice

Some listing agents act as though the home is not the seller's but their own. These agents suffer from "White Knight" syndrome. They may feel it's a personal insult to them if a buyer offers less, so they will encourage the seller to make a full-price counter offer.

The agent might also have a buyer in the wings, waiting for the seller to reduce the price. This type of offer would give the agent both sides of the real estate commission. So, the agent will do whatever it takes to make the first buyer disappear. It's not right, and it's not legal, but it happens.