

**LuxuryCollective**.®

**TIGRAN (TONY) MKRTCHIAN**  
REALTOR®

## RESUME

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We begin with a central belief – your home is one of your most valuable possessions.

In fact, many of our clients that have only their home equity to see them through their retirement years find that we are prudent stewards of their beloved home. We sincerely appreciate this opportunity to earn your trust and promise to deliver with integrity and professionalism.

Our first goal is to help you arrive at a list price that represents top market value without alienating potential buyers, no easy task for even the most proficient agent. Yet our unique understanding of the local market, our methodical comparative market analysis techniques, and our industry know-how empowers us to arrive at the optimal price. As you peruse the attached, keep in mind our team of seasoned professionals have prepared this analysis harnessing industry-leading research and experience. Ultimately, we seek to offer confidence and peace of mind before we begin this journey together.

Additionally, you will find robust information that evidence the expertise of our team, and the dedication to our core tenants of integrity, professionalism, and proficiency.

We welcome this opportunity to serve you, and please do not hesitate to contact us with any questions or concerns that arise.

Sincerely,



*Tigran Mkrtchian*

TIGRAN (TONY) MKRTCHIAN  
CaDRE License #01728195  
Direct: (267) 888-8884  
Email: [info@listsoldrepeat.com](mailto:info@listsoldrepeat.com)



*Eric Delgado*

ERIC DELGADO  
CaDRE License #01831579  
Direct: (310) 909-3464  
Email: [ericdelgado@luxurycollectivere.com](mailto:ericdelgado@luxurycollectivere.com)



## TIGRAN (TONY) MKRTCHIAN

REALTOR® | DRE#01728195

(267)888-8884



BUY | SELL | RELOCATION | CONSULTING

As a Licensed Realtor® since 2006, Tigran Mkrtchian provides turnkey solutions for every aspect of the buying, selling and investing process of properties in the Greater Los Angeles area. He helps everyone from first-time home buyers, seasoned buyers and sellers, people buying and selling condos, people relocating, and homeowners selling their properties. While buying or selling a home can be an exhilarating and joyful experience, it may also bring on unexpected stress. Tigran rapidly understood that being a Realtor® is about so much more than making transactions and finding unique properties— it's about helping others find their happiness. He draws upon his knowledge, experience and instincts to help guide his clients through the business complexities and emotional aspects of the home buying and selling process, whether it be negotiating contracts, reviewing lengthy inspection reports, working with attorneys, or providing strategic staging and design ideas. Throughout the process, Tigran remains a passionate advocate for his clients, ensuring their satisfaction every step of the way. Being an articulate communicator with substantial experience in client relations, Tigran understands the importance of obtaining the right combination of stellar interpersonal communications and customer service and the ability to firmly negotiate to achieve a win-win solution. His success is rooted in listening carefully to his clients, intuitively understanding their requirements, and synthesizing this very detailed information into new opportunities that drive results through strategic sales closing.



[WWW.LUXURYCOLLECTIVEREALTY.COM](http://WWW.LUXURYCOLLECTIVEREALTY.COM)

TIGRAN (TONY) MKRTCHIAN | (267)888-8884 | [INFO@LISTSOLDREPEAT.COM](mailto:INFO@LISTSOLDREPEAT.COM)  
(833)PROBAID | [INFO@833PROBAID.COM](mailto:INFO@833PROBAID.COM)



## YOUR WHITE GLOVE TEAM

Luxury Collective is committed to providing you with the White Glove treatment and meeting all of your expectations, from getting your home placed on the market to the final touches. From front of the line to behind the scenes, we will be there every step of the way.

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### **ERIC DELGADO** FOUNDER | REALTOR® | DRE License # 01831579

Eric is a proven leader - with over 950 properties sold throughout his career, he is a prime example of relatable and dedicated professionalism. He is a shrewd multi-tasker with singular expertise in the real estate industry. Most of all, Eric champions training and education for himself and his team. His focus on leading and maintaining an office full of ambitious minds has spurred his success both in sales of luxury real estate as well as high marks with customer satisfaction. His tireless advocacy for clients inspires innovative solutions, efficient problem-solving and persistence among his team. He takes time to ensure each member of his team is well-equipped to carry on the mantle of excellence in the luxury real estate market.

### **SANDRO BONONI** Sales Director | REALTOR® | DRE License # 01401037

Sandro Bononi started his career in Real Estate 17 years ago, and since then has been ranked the top agent year in and year out. In 2019, Sandro Bononi sold over 140 homes with \$100 million in closed sales. This is because he takes a different approach to Real Estate, one that was built on personal touches, win-win deals and positive results. He utilizes the latest technologies, market research and business strategies to exceed expectations. More importantly, he listens to each of his client's needs and finds solutions that are tailored specifically for each of his clients.

### **SIERRA ALLEN** Listing & Transaction Supervisor | REALTOR® | DRE License # 02193003

Sierra embodies the concept of providing peace of mind for clients throughout their real estate journey - from the initial listing to the final closing. Throughout the process, Sierra diligently works to simplify what can often be an overwhelming journey, alleviating stress and serving as an invaluable source of information and assistance for any client question or concern. With Sierra, clients can confidently anticipate industry-leading service from the very beginning to the end of their real estate transactions. They can place their trust in her, knowing that their deals are in capable hands, thanks to her extensive experience, effective communication skills, and unwavering reliability. As an integral member of the Luxury Collective team, Sierra excels at handling various aspects of the real estate process, from managing inspection reports to navigating disclosures, providing timely updates on loan status, and expertly guiding clients through the intricacies of detailed walkthroughs. Throughout all these tasks, Sierra consistently maintains the highest levels of professionalism and dependability.

## WHY LUXURY COLLECTIVE?

Our results speak for themselves – we stand by our performance. Our unparalleled track record of success, assisting 20x more sellers per year than the average agent, proof that our actionable research and analysis leads to results.

Our team sells homes in an average of 23 days, for 8% higher than average, due to our expertise, analysis and client relations.

### AVERAGE DAYS ON THE MARKET

AVERAGE AGENT  **58**

LuxuryCollective  **23**

### AVERAGE PERCENTAGE OF LIST PRICE VERSES FINAL PRICE

AVERAGE AGENT  **93**

LuxuryCollective  **101**

### NUMBER OF HOMES SOLD IN THE LAST 12 MONTHS

AVERAGE AGENT  **7**

LuxuryCollective  **461**



# CLIENT REVIEWS

 **Zillow**  
TIGRAN (TONY) MKRTCHIAN

## Highly likely to recommend | 5.0 ★

9/30/2024 - Ajchangryan

Helped me rent a Condo home in North hollywood, North hollywood, CA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

Tony was the best he helped me find the rental property quickly and hassle-free. Great price wonderful area, i will highly recommend tony to my friends and family

## Highly likely to recommend | 5.0 ★

6/17/2024 - ordakyan gevork

Bought a Single Family home in 2024 in Canyon country, Santa clarita, CA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

Watching my parents navigate the homebuying process with Tigran Tony Mkrтчian was truly inspiring. As their son, I witnessed firsthand the exceptional level of service and dedication he provided to ensure they found their dream home. Tigran Tony Mkrтчian didn't just act as their real estate agent; he became a trusted advisor and a supportive ally throughout the journey. His relentless pursuit of the best possible deal for my parents was evident in every negotiation and decision made. Thanks to Tigran Tony Mkrтчian's expertise and tireless efforts, my parents are now proud homeowners, and I couldn't be happier for them. I wholeheartedly recommend him to anyone seeking a real estate agent who genuinely cares about their clients' needs and goes above and beyond to exceed expectations.

# CLIENT REVIEWS

## Highly likely to recommend | 5.0 ★

10/2/2021 - Gemini3

Sold a Townhouse home in 2019 in North hollywood, North hollywood, CA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

Great sales attitude, excellent real estate knowledge and skills. Sold my property's twice: in 2010 sold for highest price on a sliding market and also in 2019 sold my townhome.  
Highly recommend!

## Highly likely to recommend | 5.0 ★

11/4/2020 - vahiksar

Sold a Single Family home in 2020 in Rossmoyne, Glendale, CA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

My experience with Eric was very pleasant. Right from the start I was so impressed by his negotiation and communication skills that I decided to list my house with him though but for a previous phone call, I'd never met him before. I find him a man of high integrity who works very hard and gets great results. The level of accountability that Eric and also his team bring to the table are noticeably above the norm and that provides you with confidence and piece of mind while you wait for your house to be sold. I highly recommend Eric to anyone who wish to sell their house.

## Highly likely to recommend | 5.0 ★

11/6/2019 - Jrbragg66

Bought and sold a Single Family home in 2015 in Canyon country, Santa clarita, CA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

Eric Delgado is a person I can trust when it comes to realtors. He is very knowledgeable in this industry and continues to excel in it. He impressed me and my wife the first time we met him. He knew things about our we were selling that we did not even know. He really does his homework and research. He will do whatever he has to, to make you happy as the buyer and or seller. He has you in his best interest. Trust is not easy to find but with Eric I trust him very much.

## Highly likely to recommend | 5.0 ★

11/2/2019 - user624618

Bought a Single Family home in 2017 in Sun valley, North hollywood, CA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

Eric was a pleasure to have as our real estate agent. Eric never left any questions unanswered and always responded promptly. I would highly recommend him.

## Highly likely to recommend | 5.0 ★

2/21/2019 - zuser20160218115139784

Bought and sold a Single Family home in 2018 in Encino, Encino, CA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

Eric is a tremendous real estate professional and someone that I would highly recommend. He helped guide us through two complex transactions which required his knowledge and experience to successfully complete. Eric is a pleasure to work with and an all around great person.

## Highly likely to recommend | 5.0 ★

2/20/2019 - annabellereseda

Sold a Condo home in 2018 in Reseda, Reseda, CA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

My husband and I struggled with the idea that selling our condo would be a difficult challenge. The realtor who first listed our property, ambitiously stated that he would close a deal with in 30 days. We extended into 60 days and did not have a single offer.

Like a ray of sunshine, Eric Delgado and his stellar team rescued us. Their well-researched strategy was so impressive, it is unbelievable that we received not just one but several offers.

Every stage of their management was extremely skilled, professional and efficient. Each member of the team is friendly, helpful and masterfully experienced. Love, love, love Eric Delgado's team, exceptionally fabulous!

## Highly likely to recommend | 5.0 ★

10/24/2018 - aimeenlimon

Sold a Single Family home in 2018 in Simi valley, CA.

- ★★★★★ Local knowledge
- ★★★★★ Process expertise
- ★★★★★ Responsiveness
- ★★★★★ Negotiation skills

Eric did a stand up job. He was patient when we needed it, he understood and listened when the crazy process of buying & selling a home got stressful. He always made me feel like he was protecting me and working "FOR" me. That wasn't the case with other realtors in the past.

## AWARDS & RECOGNITION

MODERN LUXURY

**POWER  
PLAYERS  
2016**

ANGELENO MAGAZINE — POWER PLAYERS

Top 1% of REALTORS® in America | Eric Delgado

KELLER WILLIAMS REALTY INTERNATIONAL  
TOP 50 PRODUCING AGENTS

Ranked #3 Nationwide | Eric Delgado

**AMERICA'S  
TOP REAL  
ESTATE  
AGENTS**



**REALTRENDS**  
THE TRUSTED SOURCE

2018 REAL TRENDS TOP 100 REALTORS®

Individual Sides | Eric Delgado

Team Sides | Eric Delgado

# #1 LUXURY AGENT

2020  
REALTRENDS

THE THOUSAND

**ERIC  
DELGADO**



HARMA HARTOUNI, DAN STUEVE AND  
EVERYONE AT KW ENCINO-SHERMAN OAKS  
CONGRATULATE ERIC DELGADO

AS PER THE WALL STREET JOURNAL

**SALES VOLUME**

#4

IN THE SFV

#16

IN LOS ANGELES

#59

IN CALIFORNIA

#126

IN THE USA

**SALES SIDES**

#2

IN THE SFV

#2

IN LOS ANGELES

#8

IN CALIFORNIA

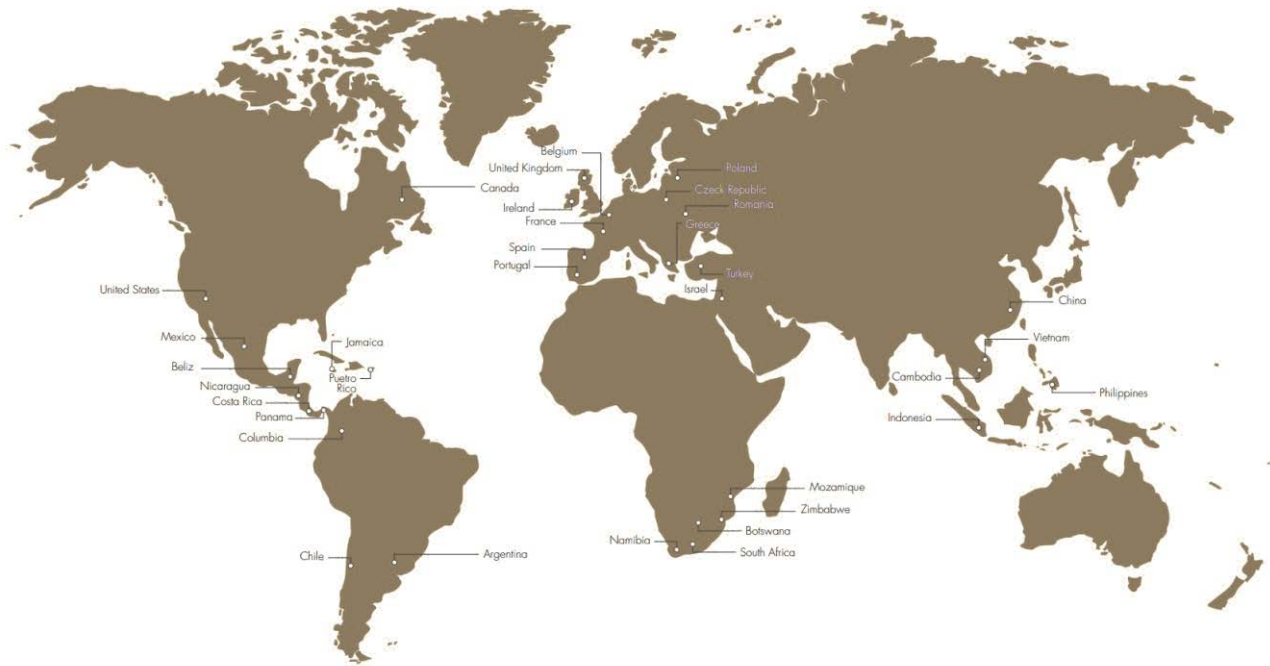
#141

IN THE USA

**LuxuryCollective**


#1 INTERNATIONAL AGENT

CONGRATULATIONS



**#1** **ERIC DELGADO**

Eric was ranked #3 out of 181,000 KW agents internationally – our unequalled success has been built on a foundation of marketing proficiency, attentive client relations, and insatiable desire for results. By hiring the best, you can rest assured that you can achieve the best.



# PRICING YOUR HOME

Pricing your home competitively for the current market is important for maximum exposure to prospective buyers. Most home buyers search online narrowing by location and price first. This will be the first filter to gain massive attention for your house. Together we will review recent comparable sales in your neighborhood to determine your home's market value. It's important to note that price is one of the most important factors to consider when selling your house. We will be sure to hit the sweet spot!

## Why Smart Pricing is Important



# MARKETING APPROACH

## OUR OBJECTIVES

- Identifying quality buyers until your property is sold
- Weekly, informative communication with our team with updates and results
- Expert negotiation with buyers to deliver the highest dollar value for your property

## PRESENTATION OF PROPERTY

- Interior design consultation to provide a list of recommendations on what will help your home sell for the most amount of money and pale the competition.
- Detailed notes of all the special features of your property to include in our beautiful marketing materials and entice ready buyers.
- Professional photography with high-voltage, movie-style lighting so that your home is shown in the best light possible.

## MARKETING

- Industry-leading marketing designers will create flyers and emails to send to the top 100 brokers in the area, prior to broader market introduction to streamline broker outreach
- Identification of targeted demographics via Google and Facebook marketing efforts
- For example, data-informed creation of demographic 1 (buyers who live within 2-5 mile radius) and demographic 2 (eligible buyers who can afford property sales price with a 20% down payment based on income)
- Outreach to prospective buyers up to two hours daily to identify and schedule potential buyer visits, catalyzing multiple offers and high foot traffic

## PRICING

- Competitive pricing to begin sales process, opening rather than narrowing prospective buyer pool
- Candid and transparent communication with you the seller to adequately explain determination of sales price



# STAGING



Luxury Collective innovative staging strategies make every home look like it just jumped out of a magazine!

## Why home staging?

Staged homes are typically sold in half the time of an unstaged home for an average of 5-10% higher!



## INCREASE BUYER INTEREST

90% of buyers start looking online where you only have a few moments to catch a buyer's interest.



## SELL PROPERTIES FASTER

Homes that are staged sell 75% faster than those that are not.



## HIGHER SALE PRICE

83% of staged properties sell for the asking price or above.

## CREATE A WARM AND INVITING ATMOSPHERE

Transform an otherwise humdrum interior into an elegant and attractively styled home, which allows buyers to visualize themselves in the home.

## VIRTUAL STAGING

### BEFORE



### AFTER



### INCREASE BUYER INTEREST

90% of buyers start looking online where you only have a few moments to catch a buyer's interest.

### SELL PROPERTIES FASTER

Homes that are staged sell 75% faster than those that are not.

### HIGHER SALE PRICE

83% of staged properties sell for the asking price or above.

### BEFORE



### AFTER



### A FRACTION OF THE COST OF HOME STAGING

We can virtually furnish an entire room for just US\$32.00 per image.

### GET RID OF THAT EMPTY, COLD AND ABANDONED FEELING

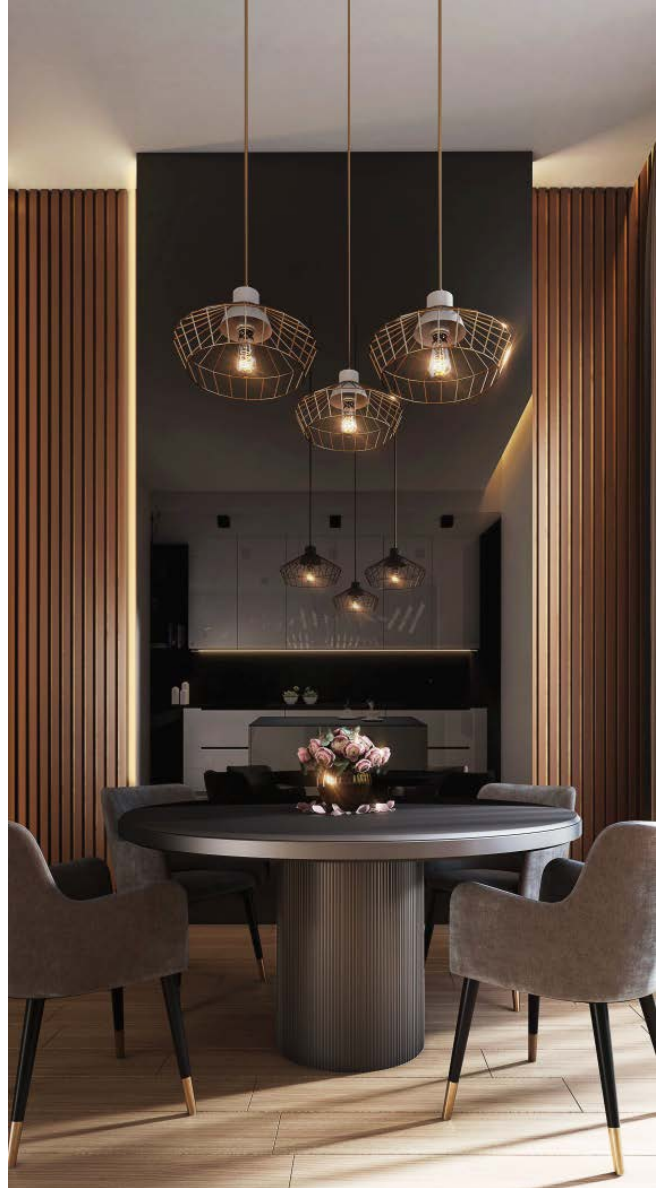
Fill your listing with stylish furniture which allows buyers to visualize themselves in the home.

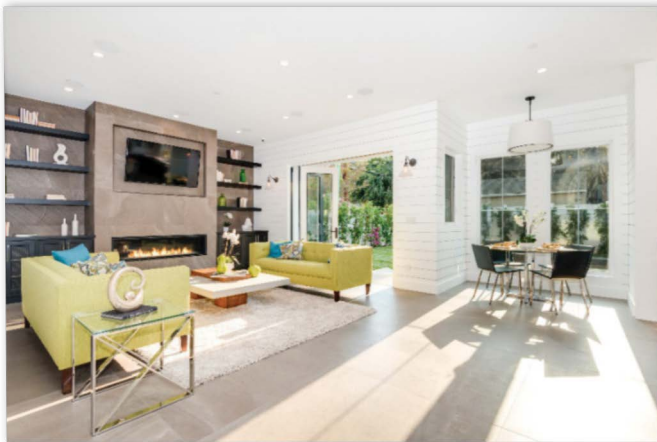
## PROFESSIONAL PHOTOGRAPHY



"We met Luxury Collective at an open house for a property that they were selling. They are laid back and welcoming. They were the first listing agents that didn't contact us after finding out that we didn't already have an agent. We are first time home buyers and Luxury Collective walked us through the process and made us feel comfortable. There was never any pressure to try and close a transaction as fast as possible. Their assessments on properties were always very honest and they let us move at our own pace. They really have the buyers best interest in mind. My wife and I have pretty hectic schedules during the day and Luxury Collective were very accommodating. There were a few nights we were on the phone with Luxury Collective at 10 PM because we couldn't chat during the day. They answered all of our questions on the same day and never took more than a few minutes to respond. Every day that we wanted to see places they were able to make accommodations to get us into them. They are very professional and great to work with. They were very knowledgeable in the areas that we were looking (Sherman Oaks, Encino, and Tarzana). I would highly recommend them to anyone that is looking for an agent in the Valley."

**-F. Malchow**



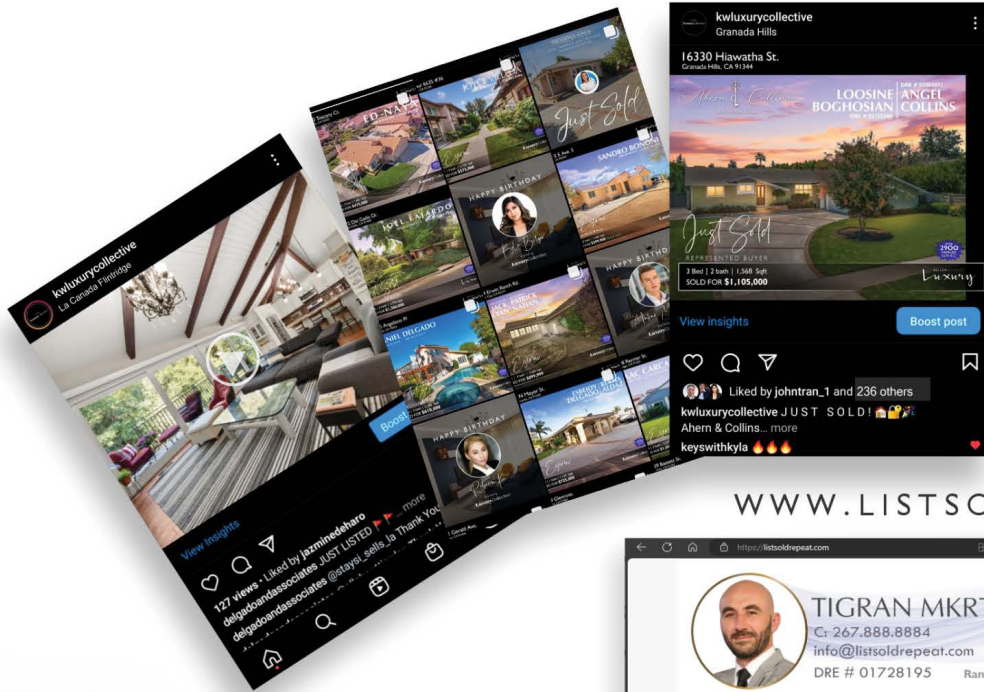


Luxury Collective go the extra mile (and they know where they're going while leading there). They are very responsive and understand the nuances of process and negotiation. These skills went a long way for us, particularly during the accelerated closing timeline during which Luxury Collective were able to coordinate the financing team to close, fund, and record in the same day. Thanks for being awesome, Luxury Collective."

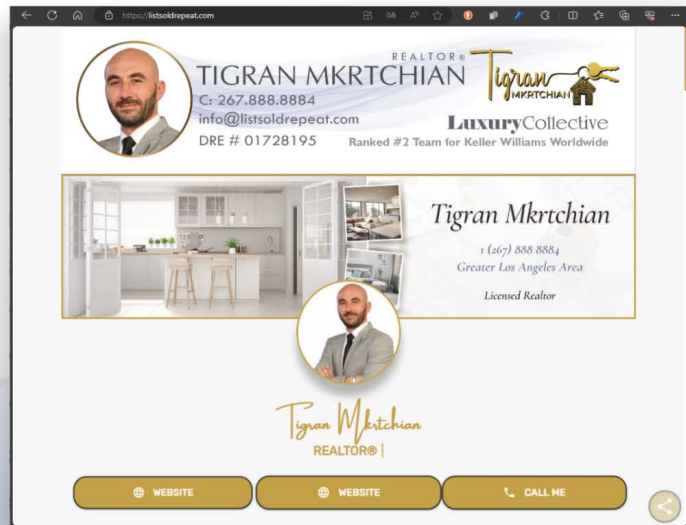
-J. Lee

# SOCIAL MEDIA

Today's real estate market is changing every day, and so are the best techniques and strategies for achieving results. Did you know over 70% of adults use Facebook/Instagram every day? Luxury Collective proficiently harness the power of exponential reach and audience identification through Facebook/Instagram to connect buyers and sellers seamlessly. We leverage the power of Facebook through expending advertising dollars on the platform, leading the industry in shaping Facebook/Instagram posts, identifying key audience demographics, and ultimately growing the potential pools of customers for you. Every day, our influence and content marketing potential grows on our Facebook platform, finding "hidden" buyers, simplifying open house planning and creating excitement and interest in your property. Before we ever hit the market, Luxury Collective runs analytical campaigns to catalyze publicity and visibility – let us do the legwork and enjoy the market-leading results of our 21st century marketing capability.



WWW.LISTSOLDREPEAT.COM



## OPEN HOUSE



With your preference, your house will be held open the first weekend it is listed to allow for drive-by traffic and neighbors to view. Open Houses are a great way to create anticipation and excitement for your house. When you have buyers view the home with other interested buyers, it creates more desire and competition.

### WHAT I'LL DO:

- ✓ Social media boosted posts & ads
- ✓ Invite the neighbors & other real estate agents
- ✓ Directional signs for drive-by traffic
- ✓ Promote on MLS and many other real estate search platforms.

## RESPONSE TIME

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Communication with you and agents who have prospective buyers are my top priority. I will ensure I am available to guide you through each step of the process and be available for all of your questions or concerns. Buyers agents will experience prompt responses and information to all their requests. Communicating quickly ensures we don't miss out on any interested buyers.



## RECENT ACTIVITY



**24764 W SADDLE PEAK RD**  
6 BEDS | 4 BATHS | 4,089 SQFT (APX)  
SOLD FOR \$4,780,000



**15029 VALLEYHEART DR**  
7 BEDS | 6 BATHS | 5,109 SQFT (APX)  
SOLD FOR \$3,175,000



**1927 N WILTON PL**  
4 BEDS | 4 BATHS | 3,000 SQFT (APX)  
SOLD FOR \$3,073,000



**3422 LAURIE PL**  
4 BEDS | 3 BATHS | 2,888 SQFT (APX)  
SOLD FOR \$2,980,000



**4500 HASKELL AVE**  
5 BEDS | 5 BATHS | 2,900 SQFT (APX)  
SOLD FOR \$2,200,000



**3119 VIA DOLCE APT 301**  
3 BEDS | 3 BATHS | 2,010 SQFT (APX)  
SOLD FOR \$1,320,000



**806 SERPENTINE ST**  
4 BEDS | 5 BATHS | 2,684 SQFT (APX)  
SOLD FOR \$2,775,000



**11322 MISSISSIPPI AVE**  
4 BEDS | 6 BATHS | 3,450 SQFT (APX)  
SOLD FOR \$2,850,000



**12430 SHORT AVE**  
4 BEDS | 2 BATHS | 1,302 SQFT (APX)  
SOLD FOR \$1,250,000

# QUESTIONS TO ASK YOUR AGENT

QUESTION	AGENT 1	AGENT 2	LuxuryCollective
HOW MANY HOMES DID YOU SELL IN 2023?			<b>461</b>
WHAT IS THE AVERAGE NUMBER OF DAYS ON THE MARKET FOR YOUR LISTINGS?			<b>23</b>
WHAT PERCENTAGE OF THE LIST PRICE DO YOUR LISTINGS USUALLY SELL FOR?			<b>101%</b>
WHAT PERCENTAGE OF THE PROPERTIES THAT YOU LIST RESULT IN SUCCESSFULLY CLOSING ESCROW?			<b>99%</b>
WHAT IS YOUR MARKETING PLAN OF ACTION AND WHAT ARE THE NON-TRADITIONAL METHODS THAT ARE MOST EFFECTIVE IN SELLING MY HOME?			<b>TO BE PRESENTED</b>
IF I LIST MY HOME WITH YOU, WHEN WOULD THE MARKETING BE COMPLETED?			<b>WITHIN 48-72 HOURS</b>
HOW DO YOU KNOW WHO SHOWS MY HOUSE AND HOW DO YOU FOLLOW UP?			<b>WEB-BASED SOFTWARE</b>
HOW OFTEN WILL I BE UPDATED?			<b>WEEKLY</b>
HAVE YOU HIRED A BUYERS SPECIALIST TO AVOID DUAL REPRESENTATION OR A CONFLICT OF INTEREST?			<b>YES</b>
HAVE YOU HIRED LICENSED STAFF TO HANDLE ALL PAPERWORK SO YOU ARE FREE TO SPEND ALL OF YOUR TIME SELLING MY HOME?			<b>YES</b>
DOES YOUR OFFICE HAVE THE LEVERAGE OF AN INTERNATIONAL BRAND?			<b>YES</b>
ARE YOU AN APPROVED LUXURY LISTING SPECIALIST?			<b>YES</b>



CALIFORNIA  
ASSOCIATION  
OF REALTORS®

## SELLER MULTIPLE COUNTER OFFER No. 1 (C.A.R. Form SMCO, Revised 12/18)

This is a counter offer to the: Purchase Agreement,  Other \_\_\_\_\_ Date \_\_\_\_\_  
dated \_\_\_\_\_, on property known as 12345 Main St, Los Angeles, CA 90000-1754 ("Offer"),  
between \_\_\_\_\_ and \_\_\_\_\_ ("Property"),  
and Joh Doe and Jane Doe ("Buyer")  
("Seller").

- TERMS:** The terms and conditions of the above referenced document are accepted subject to the following:
  - Paragraphs in the Offer that require initials by all parties, but are not initialed by all parties, are excluded from the final agreement unless specifically referenced for inclusion in paragraph 1C of this or another Counter Offer.
  - Unless otherwise agreed in writing, down payment and loan amount(s) will be adjusted in the same proportion as in the original Offer.
  - OTHER TERMS:**
    - Buyer to Submit Highest and Best Offer
    - Close of Escrow to be 30 days from Acceptance
    - \$100 per diem after scheduled COE
    - 7 day Inspection contingency removal
    - 15 day Loan contingency removal
    - Property is Sold AS IS, this includes Termite Work Section 1 & 2. Inspections to be done for informational purposes only
    - Escrow & Title to be Sellers Choice

- The following attached addenda are incorporated into this Multiple Counter Offer:  Addendum No. \_\_\_\_\_  
 \_\_\_\_\_
- BINDING EFFECT:** Seller is making Multiple Counter Offers to other prospective Buyers on terms that may or may not be the same as in this Multiple Counter Offer. This Multiple Counter Offer does not bind Seller and Buyer unless all of the following occur in the times specified below: Seller signs in paragraph 5, Buyer signs in paragraph 7, Seller signs in paragraph 8, and Buyer receives a copy of the Multiple Counter Offer with all of the signatures. (Note: Prior to the completion of all of the foregoing, Buyer and Seller shall have no duties or obligations for the purchase or sale of the Property.)
- EXPIRATION OF SELLER MULTIPLE COUNTER OFFER:** This Multiple Counter Offer shall be deemed revoked and the deposits, if any, shall be returned to Buyer unless by 5:00PM on the third Day After the date Seller signs in paragraph 5 (if more than one Seller, then the last date) (or by \_\_\_\_\_ AM \_\_\_\_\_ PM on \_\_\_\_\_ (Date)), (i) it is signed in paragraph 7 by Buyer, and (ii) a copy of the Multiple Counter Offer signed by Buyer is personally received by Seller or \_\_\_\_\_, who is authorized to receive it;
- MARKETING TO OTHER BUYERS:** Seller has the right to continue to offer the Property for sale. Seller has the right to accept any other offer received, prior to Seller selection of this Multiple Counter Offer.
- SELLER MAKES THIS MULTIPLE COUNTER OFFER ON THE TERMS ABOVE AND ACKNOWLEDGES RECEIPT OF A COPY.**

- ACCEPTANCE OF SELLER MULTIPLE COUNTER OFFER:** Buyer's acceptance of this Seller Multiple Counter Offer shall be deemed revoked and the deposit, if any, shall be returned to Buyer unless by 5:00PM on the fourth Day After the date Seller signs in paragraph 5 (if more than one Seller, then the last date) (or by \_\_\_\_\_ AM \_\_\_\_\_ PM on \_\_\_\_\_ (Date)) (i) it is signed in paragraph 8 by Seller, and (ii) a copy of this Seller Multiple Counter Offer signed by Seller in paragraph 8 is personally received by Buyer or \_\_\_\_\_ who is authorized to receive it.
- ACCEPTANCE:** Buyer accepts the above Multiple Counter Offer (If checked  SUBJECT TO THE ATTACHED COUNTER OFFER # \_\_\_\_\_) and acknowledges receipt of a Copy.  
Date \_\_\_\_\_ Time \_\_\_\_\_  AM/  PM  
Jane Doe Date \_\_\_\_\_ Time \_\_\_\_\_  AM/  PM

- SELECTION OF ACCEPTED MULTIPLE COUNTER OFFER:** By signing below, Seller accepts this Multiple Counter Offer. NOTE TO SELLER: Do NOT sign in this box until after Buyer signs in paragraph 7. DO NOT sign in this box if this Seller Multiple Counter Offer is subject to an attached Counter Offer.  
Date \_\_\_\_\_ Time \_\_\_\_\_  AM/  PM  
Date \_\_\_\_\_ Time \_\_\_\_\_  AM/  PM

( \_\_\_\_\_ / \_\_\_\_\_ ) (Initials) Confirmation of Acceptance: A Copy of the Signed Seller Selection was personally received by Buyer or Buyer's authorized agent on (date) \_\_\_\_\_ at \_\_\_\_\_ AM/ PM. **A binding Agreement is created when a Copy of the Signed Seller Selection is personally received by Buyer or Buyer's authorized agent whether or not confirmed in this document.**

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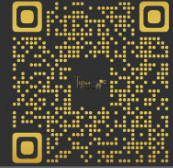
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