FYSH

Private Offer Tracker

Vendor quick guide

A quick, plain summary of how to agree a sale with a buyer through the FYSH Private Offer Tracker. For the full detail see the complete vendor guide.

What it is

A private room where you and one buyer take turns to exchange price offers until one of you accepts. You can run a separate sealed room with each interested buyer on the same property. Every figure is saved with a time and date, and the record locks once a price is agreed.

Getting started

- Open the enquiry. Start from a buyer enquiry. Opening the enquiry spends a credit. Starting the Private Offer Tracker with that buyer costs nothing more.
- Invite the buyer. They accept in their inbox and the room opens. You can run up to three live rooms on one property, one per buyer.
- They open. Because you invited them, the buyer makes the opening offer once they accept.

Offers and counters

On your turn you reply with a counter or accept the figure on the table. You enter whatever figure you decide on, and a gentle check flags a figure that looks like a slip. You cannot send two counters in a row.

Move	Who	Figure
Opening offer	Buyer	**£560,000**
Counter	You	**£590,000**
Counter	Buyer	**£572,000**
Counter	You	**£582,000**
Accept	You	**£582,000 agreed**

Handy controls

- Private floor. Set the least you will accept. Only you see it, and it just reminds you as offers approach. It never sends or blocks an offer.
- Pause. Either side can pause for up to 24 hours. The clock stops and the turn stays the same.
- Seven day window. A session stays open for seven days from the last activity, and every offer resets the clock.

Exchanging offers with several buyers

- Comparison view. See your live rooms on a property side by side, each with the buyer, their standing offer and whose turn it is. The highest is marked. Each buyer only ever sees their own room.
- Best and final. An optional closing round, only before you accept and while two or more buyers are live. It shows every buyer one benchmark figure and gives 48 hours to submit one sealed offer above it. You are never obliged to accept.

Accepting and concluding

- Accept. When an offer suits you, accept it. If a higher offer is standing in another room, FYSH warns you first. Accepting closes the other rooms and moves the listing to offer accepted.
- Conclude. Conclude the session to lock the record and release the summary to both sides. Then instruct your solicitor.
- Listing ladder. For sale, then offer accepted, then sold subject to contract when solicitors are instructed, then sold on completion. These last two are set by you.
- If it falls through. Either side can record it and the listing returns to for sale, with no penalty. Interested buyers are told it is available again.

Quick glossary

Word	What it means
Offer	A figure a buyer proposes to pay.
Counter	A figure you propose in reply.
Standing offer	The most recent figure on the table, waiting for a reply.
Private floor	The least you will accept. Seen only by you.
Best and final	An optional closing round where each live buyer submits one sealed final offer.
Benchmark	The single leading figure shown to buyers during a best and final round.
Offer accepted	Your listing state once an offer is agreed, before conveyancing.
Concluded	The point where the record is locked and the summary is released.
Relist	Returning a listing to for sale, by hand or after a fall through.

Note. Decide a comfortable floor before you start, use the comparison view with several buyers, and once agreed conclude promptly and instruct your solicitor.