

Property Offer Analysis & Recommendation

Prepared for: Seller Client

Property Address: [Redacted for Privacy]

Current List Price: \$525,000

Date: June 25, 2026

1. Current Offer Details

Offer Amount	\$500,000
Buyer Type	Cash Buyer
Property Condition	As-Is (No Repairs Requested)
Contingencies	None
Closing Timeline	30 Days

2. Current Market Analysis

Based on the recent comparable sales in your area, here is a summary of the current market conditions:

Property	Details	Sale Price	Price/Sq.Ft.	DOM
Property A	4BR/2.5BA, 2,800 sq.ft.	\$505,000	\$180	25 days
Property B	5BR/3BA, 3,200 sq.ft.	\$510,000	\$159	30 days
Property C	4BR/2.5BA, 2,600 sq.ft.	\$495,000	\$190	35 days
Average		\$503,333	\$176	30 days

Key Market Insights:

- Your list price of \$525,000 is approximately 3.4% above the average comparable sale price of \$503,333.
- Properties similar to yours (requiring minor repairs) have sold in the \$495,000-\$505,000 range.

- The current market shows strong demand with an average of 30 days on market, but increasing inventory is giving buyers more negotiation leverage.
- Cash buyers are at a significant advantage in the current market with mortgage rates in the 6-7% range.

3. Negotiation Strategy

Given the current market conditions and the specifics of this offer, I recommend the following approach:

- The \$500,000 cash offer is competitive and aligns well with recent comparable sales, especially considering the as-is condition.
- The absence of contingencies and the 30-day closing timeline significantly reduce transaction risk compared to financed offers.
- While your property has been on the market for several months, accepting this offer would provide certainty of sale without the need for repairs or additional marketing expenses.

4. Counteroffer Recommendation

Based on my analysis, I recommend the following options for your consideration:

Option 1: Accept the Offer

- Accept the \$500,000 cash offer as presented.
- This provides immediate certainty of sale with no repair obligations and a quick 30-day closing.

Option 2: Minimal Counteroffer

- Counter at \$510,000 with the same terms (as-is, no contingencies, 30-day close).
- This represents a middle ground between your list price and the offer, while still maintaining the favorable terms.
- Given the buyer's position as a cash buyer with no contingencies, they may be willing to increase their offer slightly to secure the property quickly.

My Professional Recommendation:

I strongly recommend Option 1 (accepting the \$500,000 offer). The current market data supports this price point for properties in similar condition, and the certainty of a cash, non-contingent offer with a quick closing timeline outweighs the potential benefit of a slightly higher price that might come with increased risk and delay.

Conclusion

While it's understandable to want to maximize your return, the current market conditions and the specific terms of this offer make it a highly attractive proposition. The \$500,000 cash offer is within the range of recent comparable sales and accounts for the minor repairs needed on your property. Accepting this offer would allow you to close quickly without incurring additional carrying costs or repair expenses.

Please let me know how you would like to proceed. I'm available to discuss these options in more detail and can facilitate the acceptance or counteroffer process immediately upon your decision.

Sincerely,

[Your Name]

Licensed Real Estate Agent