

# REAL ESTATE OFFER ANALYSIS & RECOMMENDATION REPORT

**Date:** August 5, 2026

**Re:** Property at [Address] - Offer Analysis

Dear Seller,

As your listing real estate agent, I am writing to provide you with a comprehensive analysis of the current offer on your property, along with market insights and my professional recommendations for moving forward.

## 1. CURRENT OFFER DETAILS

A qualified buyer has submitted a formal offer to purchase your property with the following key terms:

<b>Offer Term</b>	<b>Details</b>
Purchase Price	\$500,000 USD
Buyer Type	Cash Buyer (no financing required)
Contingencies	None - offer is clean and unconditional
Property Condition	As-Is purchase
Closing Timeline	30 days from acceptance
Earnest Money Deposit	Standard
Inspections	Waived

### Key Advantages of This Offer:

- Cash Position:** This eliminates financing contingencies and reduces the risk of transaction failure.
- As-Is Purchase:** The buyer is willing to accept the property in its current condition without requiring repairs.
- Quick Closing:** 30-day timeline allows for faster proceeds and reduces holding costs.

- **Clean Offer:** No contingencies mean a straightforward path to closing.

## 2. MARKET ANALYSIS REVIEW

Based on the current market analysis of comparable properties in your area, here are the key findings:

### Recent Comparable Sales:

Property	Sale Price	Price/Sq Ft	DOM	Notes
Property A (4BR, 2.5BA, 2,800 sq ft)	\$505,000	\$180	25 days	As-is, golf course community
Property B (5BR, 3BA, 3,200 sq ft)	\$510,000	\$159	30 days	Move-in ready, updated kitchen
Property C (4BR, 2.5BA, 2,600 sq ft)	\$495,000	\$190	35 days	Required minor updates
<b>AVERAGE</b>	<b>\$503,333</b>	<b>\$176</b>	<b>30 days</b>	

### Market Conditions:

- **Pricing Position:** Your current list price of \$525,000 is approximately 3.4% above the average comparable sale price of \$503,333.
- **Market Dynamics:** Increased inventory levels (up 23.9%) are giving buyers more choices and negotiation leverage.
- **Interest Rates:** Current mortgage rates in the 6-7% range favor cash buyers like the one presenting this offer.
- **Time on Market:** Your property has been listed for several months, exceeding the average DOM of 30 days for comparable homes.
- **Demand Indicators:** Strong demand exists, with quick sale times averaging 31 days and 2 offers per listing on average.

### Property Condition Considerations:

The estimated repair costs of \$5,000-\$10,000 should be factored into your pricing strategy, as buyers typically deduct these costs from their offers when purchasing as-is properties.

## 3. OFFER EVALUATION

## **Price Assessment:**

The buyer's offer of \$500,000 represents:

Metric	Value
Discount from List Price (\$525,000)	\$25,000 (4.8%)
Comparison to Average Comp Sale (\$503,333)	-\$3,333 (-0.7%)
Comparison to Lowest Comp Sale (\$495,000)	+\$5,000 (+1.0%)
After Repairs (Estimated \$5,000-\$10,000)	\$490,000-\$495,000 Net

## **Strengths of Current Offer:**

1. The offer is within the range of recent comparable sales, demonstrating market reality.
2. Cash buyer eliminates financing risk and potential deal collapse.
3. As-is purchase condition avoids repair costs and delays.
4. 30-day closing provides quick resolution to your current market challenges.

## **Considerations:**

1. The price is below your current list price, which may feel disappointing.
2. However, given the property's time on market and current market conditions, this offer represents strong value.
3. The current market suggests that waiting for a higher price may extend the listing period and potentially result in no sale or even lower offers.

## **4. NEGOTIATION STRATEGY**

As your fiduciary agent, I recommend a strategic approach to maximize your outcome while managing risks:

### **Option A: Counteroffer Strategy (Recommended)**

Given the strong aspects of this offer and current market conditions, I recommend submitting a counteroffer at \$508,000-\$510,000. This strategy:

- Positions \$8,000-\$10,000 above the current offer
- Remains within market value based on comparable sales
- Allows for negotiation room while showing willingness to work with this qualified buyer
- Demonstrates to the buyer that you're reasonable but firm on fair market value

### **Option B: Accept Current Offer**

If you prioritize certainty and quick closing, accepting the \$500,000 offer provides:

- Guaranteed sale with minimal risk
- Cash transaction with no financing contingencies
- As-is condition eliminating repair costs
- 30-day timeline to closing

### **Risks of Rejecting or Waiting:**

- Current inventory growth of 23.9% gives buyers more options
- Your property has been on the market for several months exceeding the 30-day average
- Future offers may be lower or not materialize at all
- Extended market time may negatively impact perceived value

## **5. RECOMMENDED COUNTEROFFER**

Based on my analysis and market knowledge, I recommend presenting the following counteroffer to the buyer:

<b>&lt; b &gt;Term&lt;/b&gt;</b>	<b>&lt; b &gt;Recommendation&lt;/b&gt;</b>	<b>&lt; b &gt;Rationale&lt;/b&gt;</b>
Purchase Price	\$509,000	Within market range, \$9,000 above offer, still below list price
Closing Timeline	30 days	Maintains quick closing advantage
Property Condition	As-Is	Keeps the clean offer structure
Contingencies	None	Maintains offer strength

Earnest Money	Increase to 3%	Shows buyer commitment without increasing your risk
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### Expected Outcomes of This Counteroffer:

- **Most Likely:** Buyer accepts at \$509,000 or counters at \$507,000-\$508,000, still achieving your goal above \$500,000.
- **Possible:** Buyer accepts immediately at \$509,000.
- **Less Likely:** Buyer declines, at which point you can reconsider the original \$500,000 offer.

## 6. SUMMARY & RECOMMENDATIONS

### My Professional Recommendation:

I strongly recommend submitting a counteroffer at \$509,000 to this qualified cash buyer. This approach:

- ✓ Positions you to potentially achieve \$9,000 more than the current offer
- ✓ Remains within fair market value based on recent comparable sales
- ✓ Maintains the strong advantages of a cash buyer with no contingencies
- ✓ Provides a clear path to closing within 30 days
- ✓ Avoids the risks of extended market time in a growing inventory environment

### Next Steps:

1. Review this analysis and determine your target price range
2. Authorize me to present the counteroffer at \$509,000
3. We will negotiate to reach a mutually acceptable price
4. Once agreed, we move to closing within 30 days

Please let me know your thoughts on this strategy and whether you would like me to proceed with the counteroffer. I am available to discuss this analysis in detail and answer any

questions you may have.

Thank you for the opportunity to represent you in this transaction. I remain committed to achieving the best possible outcome for you.

Sincerely,

**Your Real Estate Agent**

Listing Agent