



Greenways Realty

HEY — North Carolina Homeowner With an Offer on Your House... Is It Actually a Good One?

A quick way to evaluate your offer — without getting lowballed, second-guessing yourself, or leaving money on the table.

INSTRUCTIONS:

If you've received an offer—or expect one soon—pause for a second. This is where most homeowners make a costly mistake. They either:

1. accept too fast
2. or hesitate and lose leverage

This quick check will help you:

1. understand what the offer really means
2. spot red flags
3. decide if you should move forward or push back

As you go through this, ask:

1. "Is this actually a strong offer... or just the first one?"
2. "What am I missing here?"

1 STEP 1 — Look at More Than Just the Price

The number looks good... but that's not the whole story. Check:

1. closing timeline
2. contingencies
3. concessions
4. who's paying what

A higher offer isn't always the better offer.

2 STEP 2 — Check the Buyer's Strength

Not all buyers are equal. Ask:

1. are they pre-approved or just interested?
2. are they paying cash or financing?
3. how likely are they to actually close?

A shaky buyer can cost you time and momentum.

3 STEP 3 — Watch for Hidden "Givebacks"

Some offers look strong upfront... But include:

1. repair requests
2. closing cost credits
3. last-minute negotiations

These can quietly reduce your final number.

4 STEP 4 — Understand Your Leverage

Are you:

1. getting multiple offers?
2. early in the process?
3. under time pressure?

Your position determines whether you should accept, wait, or negotiate.

5 STEP 5 — Factor in Time vs Money

Ask yourself:

1. do I need this done quickly?
2. or can I wait for a better outcome?

Faster isn't always better—and slower isn't always smarter.

6 STEP 6 — Compare to Real Market Value

Don't rely on:

1. online estimates
2. what someone "thinks it's worth"

You need a realistic range based on:

1. condition
2. location
3. demand

This is what tells you if the offer is strong or weak.

7 STEP 7 — Identify Red Flags Early

Be cautious if:

1. the offer feels rushed
2. terms are unclear
3. the buyer is pushing hard early

Pressure often means they see an opportunity you don't.

8 STEP 8 — Decide: Accept, Negotiate, or Wait

Your 3 options:

1. Accept → if the offer is strong and clean
2. Negotiate → if there's room to improve terms
3. Wait → if you believe better options exist

The best move depends on your situation—not emotion.

Why This Is Important

Most homeowners don't lose money because they didn't get offers. They lose money because they:

1. accept too quickly
2. don't understand the terms
3. fail to negotiate
4. or misjudge the situation

And once the deal is done... There's no going back. This is one of the most important decisions you'll make.

Book a Free Property Strategy Call

If you've received an offer—or expect one soon—and want a second opinion...

We'll walk through:

- your offer
- what it actually means
- and whether it's worth accepting, negotiating, or walking away

No pressure. No sales pitch. Just clear direction so you don't leave money on the table.

Book your 15-minute call now

<https://greenwaysrealty.com/>