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could easily function as a first-floor bedroom.

The second floor of The Greenlaw House includes two natural light-filled owner suites, two additional bedrooms, two original restored and uniquely designed fireplaces, a second laundry closet for convenience and three full baths.

Up one more level, the third floor is home to a writing room, a large game room, two cedar walk-in closets, two storage spaces and an original wash basin. Flooring on the third level is the original restored “knotless” 100 year-old pine flooring; exposed ceiling beams in the writing and game rooms have been stained black for added appeal.

Below The Greenlaw House is a full basement of approximately 1,400 square feet, not included in the home’s 4,000-plus square feet of finished living space. The heated basement provides ample dry storage with three above-grade windows for natural light, painted brick walls and a small area perfect for a custom wine cellar.

The Greenlaw also includes a self-contained guest house of approximately 700 square feet, reminiscent of a Tribeca loft! Built in 2001, the guest house features 9-foot ceilings,



New Bosch appliances grace the gourmet kitchen, including a stainless steel refrigerator/freezer, a five gas-burner range/electric oven, and a dishwasher. The cabinetry, bar-height island, granite counter tops, and lighting have all been recently updated, resulting in a fantastic heart-of-the-home space.

oak floors, 14 windows, laundry/dryer connections, a kitchenette, two closets, bedroom/dining/living areas, a full bath and front and rear porches. The guest house is set back far enough from the main house that it could be utilized as an income-producing property if desired.

Numerous other features abound at The Greenlaw, listed for sale at

\$2,000,000. This spectacular home simply cannot be depicted in words ... You must see The Greenlaw House for yourself. Contact René Hendrickson at 919-923-1377 or rene@renehendrickson.com for a private showing.



Notable highlights in the living room are the impressive fireplace with Egyptian-veined limestone surround and hearth and the original restored mantle.

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sight of mortgage lenders, resulting in far tighter standards for borrowers.

Smart sellers are careful to check the financial standing of would-be purchasers before they accept any bid.

“You don’t want your deal to fall apart because the buyers couldn’t get a mortgage,” Davis says.

Before accepting an offer, sellers should insist on seeing a genuine “pre-approval” letter from a known lender. This should establish that the prospective buyers have had their credit checked, their employment confirmed and their assets verified.

Prospects can be asked to supply other details about their creditworthiness, such as their credit scores. The most common of these, known as “FICO scores,” range from 300 to 850. The higher that number, the more likely it is that borrowers will get the loan they need to close the deal.

Head off issues that could arise during an inspection of your home.

Nowadays, most purchasers exercise their right to a home inspection. And, as Davis observes, many use the findings of their inspector as leverage to renegotiate the deal.

“If the inspector finds anything seriously wrong, the buyers see that as an opportunity to cut you down on price,” he says.

Homeowners should never try to talk buyers out of a home inspection. But smart sellers will consider paying for their own inspection even before the property goes on the market.

“The reality is that no two inspectors are likely to find the same minor problems. But both should discover the really huge issues, like water leaks that are undermining the structural integrity of the house,” Davis says.

“You’re far better off if you can anticipate the big issues with your property before your buyers find them and feel stunned and betrayed that they didn’t know about them before they made their bid,” he says.

Avoid difficult people when doing a deal.

Not all home sellers can be choosy about the offer they select. But if you’re reasonably certain you’ll have more than one bid from which to pick, Davis says you could seek to avoid cutting a deal with someone who’s made nasty comments about your property.

You may not have any direct dealings with your prospective bidders. But your listing agent or others can observe them when they visit your place. And their behavior can be very telling.

“Remember that you can’t judge buyers by their superficial behavior and that the sale of a home is a business transaction. It’s in your interest to be objective. But if you’ve received multiple bids with essentially the same terms and want to avoid unpleasant people, that’s your right as sellers,” he says.

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