

12 QUESTIONS

You Should Ask Every Buyer



✓ Understand Who You're Working With

1. Are you the actual buyer, or do you plan to assign the contract to someone else?

Some buyers just sell the contract. You deserve to know if they are really buying your house.

2. Can you provide a proof of funds letter from a reputable bank?

Real buyers can show proof of funds. It shows they have the money to buy your home. Ensure it's a reputable bank with a contact person and phone number.

3. Will you be putting down an earnest money deposit?

A real buyer puts money where their mouth is. Expect a deposit of \$2,500-\$5,000. No deposit could mean they're not committed and might back out.

4. Will there be multiple visits or walk-throughs after we sign a contract?

If they're bringing in lots of people, it could mean they're trying to resell the contract. A clean sale shouldn't feel like an open house.

📅 Timeline & Support

5. How quickly can you close, and are you flexible with my timeline?

A good buyer works on *your* timeline — fast or slow, whatever you need.

6. If I need time after closing, do you offer options like leasebacks or post-move agreements?

Some buyers let you stay after closing — a big help if you need more time.

7. Can I get a cash advance to help with moving or transition expenses?

Some buyers offer cash up front to help with moving or other costs. An actual buyer should be able to do this.

💰 Money & Closing

8. Can you guarantee I receive the full offer amount at closing?

Some buyers lower the price or add fees later. Ask what you'll *actually* get at closing.

9. Is the contract "as-is," with no repairs required?

"As-is" should mean no repairs. Make sure they don't change that later.

★ Experience & Reputation

10. How many homes have you bought and how long have you been doing this?

Experience counts. A seasoned professional knows how to handle tricky situations and keep things on track.

11. Are you a local company?

Some buyers *pretend* to be local. Local experts know our neighborhoods, can meet in person, and don't vanish when things get tough. That matters when real issues come up.

12. Do you have reviews or past sellers I can talk to?

A trusted buyer should have reviews or past sellers willing to vouch for them.

HAVE MORE QUESTIONS ABOUT SELLING?



Visit Best Offer KC Homebuyer's Resource Center for more tools to protect yourself.

www.bestofferkc.com/help