

13 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 do not plan to purchase your home themselves. They only want to resell your contract. You deserve to know who you are really dealing with.

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

Real buyers can show proof of funds. Make sure the letter comes from a legitimate bank with a contact name and phone number.

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

A serious buyer puts money where their mouth is. Expect a deposit of \$2,500 to \$5,000. No deposit often means they are not committed and may back out.

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

A clean sale should not feel like an open house. If they keep bringing in people, it usually means they are trying to resell your contract, not buy your home.

📅 Timeline & Support

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

A good buyer works on your timeline, whether you need to close fast or take it slow.

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

Some buyers allow you to stay in the home after closing. This can be a big help if you need extra time.

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

A true buyer can provide cash upfront to help with moving or other costs.

💰 Money & Closing

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

Some buyers lower the price or add fees later. Always ask what you will actually receive at closing.

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

"As-is" should mean no repairs are required. Confirm that they do not change this later.

🌟 Experience & Reputation

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

Experience matters. A seasoned professional knows how to handle tricky situations and keep the process on track.

11. Have you ever had to change your offer price after signing a contract?

Some buyers make high offers to lock you in, then try to renegotiate once you are committed. A real buyer should stand by the price they agreed to.

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

A trusted buyer should have reviews or past sellers who are willing to vouch for their work.

13. Do you make your own decisions, or do you need approval from someone else?

If they are waiting for a partner or "money guy," your deal could fall through.



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