



Bulletproof Selling Guide

1. First things first, ask for a Proof of Funds by 5pm. The Proof of Funds statement is similar to a prequalification letter that a traditional buyer would get from a bank. This letter would verify that the “cash buyer” you’re speaking with **ACTUALLY** has the **CASH** to purchase your home **RIGHT NOW**.
2. Insist on a 5-day due diligence period on the contract. Do not extend unless you are unable to grant access to the property. A true cash buyer will have the means to get a home inspected within that timeframe.
3. **\$1,500 earnest money, due within 24 hours of signing contract** – This will be held in escrow with closing attorney. If for some reason the “cash buyer” does not perform on the contract you will have this money to go towards late payments (or anything else). Make sure you follow up with the attorney to ensure earnest money has been deposited. You have the right to cancel contract if deposit is not made.

One of the **TRICKS** that these fake “cash buyers” will use is to put your home under contract with as little earnest money as possible. You might hear \$100 or \$500 suggested for an earnest money deposit → This is a HUGE warning sign. What this does is put **ALL OF THE RISK** on **YOU** as the seller. The buyer now has your property locked up under contract with very little at stake on their end.

4. Request 5 addresses the “cash buyer” has purchased in the last 12 months. You will take those addresses and verify purchase on tax assessors web site. This will give confidence that the person you’re talking to is indeed a “cash buyer”. If they haven’t purchased at least 5 homes in the past 12 months (that you can verify) → they aren’t a “cash buyer”.