

We Buy Houses Winnipeg

Free seller guide

What Happens at a Cash Closing in Winnipeg

Step by step from accepted offer to funds in your account.

Free guide — no email required

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When you sell to a cash buyer in Winnipeg, the closing process skips mortgage financing and lender appraisals, so it runs entirely through a real estate lawyer and typically wraps up in about 7 to 14 days. You accept the cash offer and sign a purchase agreement, the lawyer handles the title search and Land Titles paperwork, you sign the closing documents, and on possession day the funds are released to you. Because there is no bank involved, there is no financing condition to fall through and no realtor commission to pay.

The cash closing process, step by step

- 1 You receive and accept a cash offer.** The buyer assesses your property and presents a no-obligation cash offer. There is no need to list, stage, or hold open houses.
- 2 You sign the purchase agreement.** It sets the price, the possession date, and any conditions. With a genuine cash buyer there is no financing condition, the single most common reason traditional deals collapse.
- 3 A deposit is provided.** The buyer typically places a deposit, often held in the lawyer's or a brokerage trust account, as a good-faith commitment. It is credited toward the purchase price at closing.
- 4 The lawyer opens the file and starts title work.** A title search through Manitoba's Land Titles system confirms you are the registered owner and identifies any mortgages, liens, judgments, or other registrations against the property.
- 5 Payouts and adjustments are calculated.** The lawyer requests a mortgage payout statement from your lender, accounts for any outstanding liens, and adjusts property taxes so each party pays only for the days they own the home.
- 6 You sign the closing documents.** You meet your lawyer to sign the transfer of title and related paperwork and provide government-issued identification. This appointment is usually short.
- 7 Title transfers and funds are disbursed.** On the possession date the buyer's funds go to the lawyer, the transfer is registered with Land Titles, your mortgage and any liens are paid off, and the remaining net proceeds are released to you. You hand over the keys.

Cash closing vs. traditional financed closing

Factor	Cash sale	Traditional financed sale
Typical timeline	About 7 to 14 days	Often 30 to 60 days or more
Appraisal required	No lender appraisal	Usually required by the buyer's bank
Financing condition	None — no risk of mortgage fall-through	Yes — deal can collapse if the buyer is declined
Who handles the paperwork	Real estate lawyer (title and Land Titles transfer)	Real estate lawyer, plus lender and appraiser steps
Realtor commission	None when you sell directly	Typically paid out of your proceeds
Showings and listing prep	Not needed	Staging, photos, and open houses are common

The lawyer's role in a Manitoba cash sale

In Manitoba, real estate closings are handled by lawyers, and the lawyer is the person who makes the sale official:

- **Title search:** confirming clear ownership and uncovering any mortgages, liens, or registrations through the Land Titles system.
- **Mortgage and lien payout:** obtaining payout statements and ensuring debts secured against the property are cleared at closing.
- **Land Titles transfer:** preparing and registering the transfer so ownership officially moves to the buyer.
- **Handling the funds:** receiving the buyer's money in trust, applying it to payouts and adjustments, and releasing your net proceeds.

Seller document checklist

Your lawyer will tell you exactly what applies to your situation. Sellers commonly need:

- Valid government-issued photo identification
- Details of your current mortgage and any lines of credit secured against the home
- Recent property tax information and any condo or utility account details, if applicable
- Information about any liens, judgments, or other claims you are aware of
- Forwarding contact and banking details so your proceeds can be delivered to you

You pick the possession date

Because there is no lender dictating the schedule, you and the buyer agree on a possession date that suits you. Need to close fast? That is possible. Need a few extra weeks to arrange your next move or coordinate with another sale? That can usually be built into the agreement.

How and when you get paid

Your proceeds are released on the possession date. Once the buyer's funds arrive in the lawyer's trust account and the transfer is registered with Land Titles, the lawyer pays off your mortgage and any liens, applies the agreed adjustments, and disburses the remaining balance to you. Most sellers receive their funds the same day or shortly after possession, depending on how the transfer and banking are timed.

Frequently asked questions

Do I need a lawyer to sell to a cash buyer?

Yes. In Manitoba, real estate transactions are closed through a lawyer who performs the title search, registers the transfer with Land Titles, pays off your mortgage and any liens, and handles the funds.

Who pays closing costs in a cash sale?

Costs are set out in the purchase agreement. Who pays the legal fees depends on the deal, and it is agreed upfront before you sign. Sellers usually cover the payout of their own mortgage and liens. Your lawyer will give you a clear breakdown for your specific sale. When you sell directly for cash, there is no realtor commission to pay.

What if there's a mortgage or lien still on my home?

That is normal and rarely a problem. Your lawyer arranges for the mortgage and any liens to be paid off directly from the sale proceeds at closing, so the buyer receives clear title and you receive whatever remains.

Want to see your own numbers?

We Buy Houses Winnipeg has bought homes in Winnipeg since 2014. We buy as-is, you pay no commissions, and you pick the closing date. Request a no-obligation cash offer at webuyhouseswinnipeg.com or call (204) 291-1248.

Full article online: webuyhouseswinnipeg.com/cash-buyer-closing-process-winnipeg/

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