

How to Spot **RED FLAGS**

When Selling Your Home

Learn how to PROTECT YOURSELF and avoid getting taken advantage of.

“And/or Assign” on a Contract

Most purchase agreements list you as the seller and the buyer’s name on the other side. If you see “and/or assigns” next to the buyer’s name, be cautious. **This usually means they may not plan to purchase the property themselves but intend to transfer it to someone else for profit.** These middlemen—known as assignors—are looking to flip your contract, not buy your home.

No Earnest Money Deposit

It is standard real estate practice for a buyer to put down \$1,000 – \$5,000 earnest money deposit to show they are serious about buying your house. **Watch out for a buyer who says this deposit is not required because it’s a fast deal or low purchase price.** This is a red flag that they may be an ASSIGNOR that does not have the money to purchase your house and may not follow through on the contract.

No Proof of Funds

A Proof of Funds document is verification that a person has money in the bank to buy your house. **Someone who is only intending to ASSIGN your contract does not have the money to actually buy your house.** Some may even flash you a fake letter that looks legit! A real buyer should be able to show a proof of funds document from a local, reputable financial institution.

Multiple Walk-Throughs

A true home buyer will only need to walk your property one time for all the information they need. **Watch out for many people trudging through your home—often introduced as inspectors or contractors.** This is a red flag that your “buyer” does not have money to actually buy your home and is showing your home to other buyers to ASSIGN your contract.

Too good to be true selling price

Beware of a buyer offering a price too good to be true. **ASSIGNORS will tell you whatever price you want just to get you under contract.** This prevents you from selling your house to anyone else. Later, they will try to negotiate a lower amount with you just as you’re ready to move. You don’t have to settle—you have options.

Pushes out Closing Date

If a buyer keeps pushing out the closing date you agreed to, this may be a sign they need more time to assign your contract. **An ASSIGNOR will agree to whatever closing date you want, but they cannot close until they find a buyer.** This tactic is unfair because this is the date you’ve been promised and are depending on to move.



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12 QUESTIONS

You Should Ask Every Buyer



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✓ 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 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.

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