Metro Realty 360°

Foreclosure Homeowner: 9 Questions To Ask Before You Call A Cash Buyer

Protect your equity **without rushing into the first offer that shows up**

INSTRUCTIONS

If you're getting calls, texts, postcards, or offers from people who want to buy your home fast, use this guide before you agree to anything.

The goal is not to reject every offer. The goal is to understand whether the offer actually protects you. Go through each question before signing paperwork, accepting money, or agreeing to move forward.

1. Do I Know What My Home Is Actually Worth?

Before you evaluate any offer, you need a realistic idea of your home's value. Ask:

1. What have similar homes sold for nearby?
2. What condition is my home in?
3. What would it likely sell for on the open market?
4. Am I assuming it is worth less because I'm stressed?

A fast offer can sound good when you don't know the real number.

2. Do I Know How Much Equity I Have?

Equity is the difference between what your home may sell for and what you owe.
You need to know:

1. Mortgage balance
2. Missed payments
3. Fees
4. Liens
5. Taxes
6. Any other debts tied to the home

If you still have equity, you may have leverage. Do not give that away without understanding it.

3. Is This Offer Solving My Problem Or Taking Advantage Of My Pressure?

There is a difference. A good solution gives you clarity. A bad one uses your fear against you. Watch for:

1. Pressure to sign quickly
2. Vague numbers
3. Avoiding your questions
4. "This is your only option" language
5. Making you feel like you're out of time without explaining why

Urgency should not replace transparency.

4. What Fees Or Costs Are Hidden In This Offer?

Ask directly:
What will I actually walk away with?
You need to know:

1. Closing costs
2. Repair deductions
3. Transaction fees
4. Commission structure
5. Existing liens or payoff amounts
6. Moving costs

The offer price does not matter as much as the final number in your pocket.

5. What Happens If The Buyer Changes The Offer Later?

Some homeowners get one number upfront and a different number later. Ask:

1. Is the offer firm?
2. Can the buyer reduce the offer after inspection?
3. What conditions allow them to back out?
4. When will I see the final written terms?

If the offer can change later, you need to know that now.

6. Is The Buyer Actually Able To Close?

Not everyone making offers can actually perform. Ask:

1. Are they using cash or financing?
2. Can they provide proof of funds?
3. How quickly can they close?
4. Have they closed similar transactions before?
5. What happens if they miss the closing date?

A failed closing can cost you time you may not have.

7. Am I Being Asked To Sign Anything I Don't Understand?

Do not sign paperwork just because someone says it is standard. Before signing, ask:

1. What does this document commit me to?
2. Can I cancel?
3. Are there penalties?
4. Am I giving up rights?
5. Does this prevent me from exploring other options?

If you feel confused, pause.
Confusion is a reason to ask more questions, not move faster.

8. Have I Compared This Offer To Other Options?

A cash offer may be one option. But it may not be the only option. Other options may include:

1. Listing the home
2. Short sale
3. Loan modification
4. Repayment plan
5. Bankruptcy protection
6. Selling with professional guidance

Do not compare one offer to fear. Compare it to your real options.

9. Have I Spoken With Someone Who Is On My Side?

You need someone who can help you understand:

1. Your numbers
2. Your timeline
3. Your options
4. The real risks
5. The actual outcome

If the only person advising you is the person trying to buy your home, that is a problem.
You deserve clarity before you make a decision.

WHY THIS IS IMPORTANT

When homeowners are under pressure, the first offer can feel like relief. But relief is not the same as protection. A fast offer may help you move quickly. Or it may cause you to leave thousands of dollars on the table.

This guide helps you slow down just enough to ask the right questions before making a major decision.

Before you accept an offer, make sure you **understand your options.**

Metro Realty 360 can help you review your situation and decide what makes sense for you.

http://metrorealty360.com/