RICHARD PETERS REALTY
Florida Wide Realtor and Broker

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10 Commandments For Selling Off-Market

If you are being contacted by a "cash buyer," print this and keep it by the phone. Every point below costs you nothing and protects your equity.

I Get a free CMA from a Realtor to make sure the price is fair.

II Non-assignable contract always.

III YOU pick the title company/closing agent.

IV High EMD of 1-5% of the purchase price.

V Inspection period no longer than 7 calendar days.

VI Always use the standard FAR BAR As Is purchase agreement and never the buyer's homemade contract.

VII Fast closing. A cash sale should not take longer than 21 days.

VIII No additional terms except for what you or your attorney include.

IX Vet the buyer thoroughly.

X NEVER sign any addendum from the buyer. If they need more time to close then cancel until they're ready to close. If they want a price reduction after agreeing to one price and you give it to them, they'll keep asking over and over for a price cut.

HOW TO VET A BUYER IN 20 MINUTES

1. Look the company up at search.sunbiz.org. Check when it was formed and who runs it.
2. Search that same name in your county's Official Records. Have they ever taken title to anything?
3. Ask for proof of funds dated this week, for the full purchase price.
4. Ask: "Will you sign with the assignment clause struck out?" Watch what happens.

This is not legal advice. Before signing anything, talk to a Florida real estate attorney - we often point people to Liriano Law PLLC (lirianolawpllc.com). Free HUD-approved housing counselling: hud.gov or 800-569-4287.

Full guide, free and with no email required: richardpetersrealty.com/free-guides