

THE CASH OFFER CLARITY REPORT

Before you accept a cash offer.

Know what you keep. Know what you commit to.

You can want a simpler sale and still want a fair outcome.

You do not need to decide today whether to repair, list or accept cash. Start by making the choices comparable. This guide gives you a money example, a worksheet and questions you can use with any buyer - including us.

Start here: circle your two biggest priorities.
Money left over / Less work / A specific move date / More certainty
Privacy / Coordinating another purchase

Finish this sentence before we speak:
A sale would be worth it to me if _____
_____

You can use this guide even if you decide not to work with us.
No obligation to list, sell or accept an offer.

Illustrative house image generated with AI.

A simpler sale does not have to mean only one option.

Compare the work, timing and likely proceeds before choosing a route.

Sell directly for cash

Explore a buyer who can purchase in the current condition. Confirm their funds and terms; cash alone does not guarantee a closing or eliminate inspections.

List the home as-is

Expose the home to the market without committing to renovations. Ask which buyers can realistically purchase its condition and what access or preparation would still be needed.

Prepare, then list

Consider targeted work only when the expected benefit justifies the cost, time and risk. A renovation is a choice to evaluate, not a requirement to get started.

An $80,000 price gap can become a $15,000 decision.

ILLUSTRATION ONLY	AS-IS CASH	PREPARE & LIST
Sale price	$350,000	$430,000
Repairs / preparation	$0	$35,000
Selling costs + concessions	$10,000	$35,000
Holding costs through closing	$2,000	$7,000
Before mortgage payoff / liens	$338,000	$353,000

In this invented example, preparing the home adds $15,000 before payoff and taxes. An extra $10,000 of work and $5,000 of holding costs would erase that difference. With different numbers, the result could favor either path.

These are arithmetic examples, not local pricing, typical fees, quotes or promised results. Costs depend on the agreement and property. Compensation is negotiable. Compare an as-is market sale too; a cash offer and a full renovation are not your only choices.

Put the offers on the same page.

Use actual written offers and estimates where available. Write “unknown” instead of guessing.

YOUR COMPARISON	CASH / AS-IS	MARKET / AS-IS	PREPARE / LIST
Offer or estimated sale price	$_____	$_____	$_____
Less repairs, prep + cleanout	$_____	$_____	$_____
Less brokerage compensation	$_____	$_____	$_____
Less title, transfer + other seller costs	$_____	$_____	$_____
Less credits / concessions to buyer	$_____	$_____	$_____
Less holding costs until closing	$_____	$_____	$_____
Less mortgage payoff + other liens	$_____	$_____	$_____
Plus / minus prorations or adjustments	$_____	$_____	$_____
Estimated proceeds before income taxes	$_____	$_____	$_____
Closing date / possession date	_____	_____	_____
Money needed before closing	$_____	$_____	$_____
Who verified these figures?	_____	_____	_____

Three checks that keep the comparison honest

Separate cash needed now from costs paid at closing. Even a worthwhile project may not fit if you cannot fund it or manage it.

Do not count a cost twice. For example, track mortgage principal paid before closing against the updated payoff. If you subtract full payments and an unchanged payoff, you can understate what you keep.

Ask for a property-specific net sheet. Have the settlement provider confirm payoff, liens and closing charges. Ask a tax professional whether to reserve any proceeds for income taxes.

Planning worksheet, not a settlement statement. A negative result may mean additional funds or another solution is needed; it does not establish whether a sale can close.

Before “yes,” get these answers in writing.

A clear offer should make it easier to understand both the price and the conditions.

01 Who is actually buying?

“Are you the buyer who will close, or can this agreement be assigned? Can you show evidence of funds and explain who is responsible for closing?”

Look for the named buyer, funding evidence and assignment terms. An assignment is not automatically a problem; know how it affects your transaction.

02 What can change the price?

“What inspections or approvals remain? When do those rights end, and what could allow a price change or cancellation?”

Compare the written contingencies and deadlines, not just a verbal promise of no hassle.

03 What will I actually receive?

“Can I see an itemized estimate of my proceeds, including every fee, credit and cost I pay?”

Use the worksheet on page 3. Confirm who pays each charge and which numbers are still estimates.

04 What do I have to do before leaving?

“What stays, what must be removed, who handles repairs or cleanout, and when do I hand over possession?”

Get access, belongings, occupancy and any post-closing arrangements into the written agreement.

05 What happens if closing does not happen?

“How much is the deposit, when is it due, who holds it, and under what conditions can it be returned or released?”

Ask your representative or attorney to explain the actual remedies and deadlines in your contract.

Pause if the paperwork and the pitch tell different stories.
Ask for the difference to be explained before you sign. Confirm who represents you and how they are paid.

You do not need a perfect house. Just a clear starting point.

Ten minutes of preparation can make our first conversation much more useful.

Bring what you have. “I don’t know yet” is a useful answer.

The house

Address, occupancy, known repairs and current photos if convenient. No need to clean up or order an inspection for our first conversation.

The timing

Your ideal move date, firm deadlines, another purchase and anyone involved in the decision. What is flexible, and what is not?

The numbers

Any offer you already have, repair quotes and an approximate loan balance if known. Redact account numbers; a statement balance is not a final payoff quote.

Before paying for a major repair, ask:
What problem does this solve for a buyer? What is the written cost and time estimate? Would selling as-is leave me better off after all costs?

What would make this sale a win for you?

I most want to stop dealing with _____

My move date matters because _____

Before deciding, I need to understand _____

What our conversation should give you

Which paths fit, what we still need to learn and the next step you choose. A value estimate or offer may require a visit, documents and buyer review. We will distinguish estimates from written offers.

A free conversation. No obligation to list, sell or accept an offer.
Already have a question? Call or text **571-439-4791**.

Optional reading: NAR: Preparing to Sell | CFPB: Closing Costs Explained

Educational planning guide; not a valuation, offer or legal/tax advice. Contract terms and disclosure duties vary. Any Alpha program or guarantee requires separate written terms and eligibility review.