

# Smart Questions to Ask Before Accepting Any Offer

## What Sellers Should Know Before Signing Anything

Before accepting an offer, take a few minutes to confirm the details that affect your final outcome. The right questions can help you understand the offer, your timeline, and the amount you may actually walk away with at closing.

### Offer + Net Proceeds

- What is the actual purchase price being offered?
- After mortgage, liens, taxes, HOA balances, judgments, or other payoffs, what will I actually receive at closing?
- Are closing costs covered, or will they be deducted from my proceeds?
- Are there any commissions, assignment fees, transaction fees, or other deductions?
- Is this truly an as-is offer, or am I expected to make repairs, clean out the property, or pay for anything before closing?

### Buyer Credibility

- Is the buyer purchasing directly, or do they plan to assign the contract to another buyer?
- Does the buyer have proof of funds, lender approval, or verified funding?
- Who will handle closing - a title company, attorney, or another closing professional?

### Inspection + Timeline

- Will there be inspections, walkthroughs, or opportunities for the buyer to renegotiate later?
- What closing date is being promised, and does it work for my situation?
- What happens if the buyer cannot close on time or cannot close at all?

### Contract + Seller Protection

- Do I fully understand what I am signing before I accept the offer?
- Can I have a title company, attorney, or trusted advisor review the agreement?
- Am I being pressured to sign before I am comfortable with the terms?

### Key Walk-Away Question

Your asking price is not always your walk-away amount. Ask: After all required payoffs are handled at closing, what amount do I need in my pocket? FHJ Properties works to understand what you need and determine whether a practical solution is possible.

#### FHJ Properties, LLC

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