



## **How to Differentiate Reliable Buyers From Scammers**

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## Learning How to Differentiate Reliable Buyers From Scammers

When it comes to selecting a buyer for your house, most people want to choose the buyer who presents the highest offer. You may think that because they are the highest bidder that they are reliable and have the resources available to get the transaction done. But this isn't always true. There are many people out there that thought they had found the ideal buyer for their home but when the settlement date approached the buyer called to back out. This caused them to spend money on marketing their house for a longer period of time and in some cases, they had to continue maintaining a vacant property that they could no longer afford.

We don't want you to experience potential problems caused by not choosing a reliable buyer. We want you to know what to look for when selecting one.

1. **Has the buyer told you where their offices are located?** Set up an appointment to meet them at their office. You need to make sure that they have a permanent office where you can reach them anytime.
2. **Do they have a staff?** If they are a well-established company they will have experienced staff who will be able to guide you through the selling process and will be available to answer all your questions.
3. **How will they finance the purchase?** A reliable company will have an available line of credit to buy your house. Ask them for proof. Even more, ask them for a deposit of \$5,000. If they are serious about buying your house they will provide it.
4. **What professional organizations is the company a member of?** Is the company a member of the Better Business Bureau? Call the Better Business Bureau at (202) 393-8000 or look for the company information at the BBB website <http://www.bbb.org/>. Calling the BBB will enable you to know if the company is reliable.
5. **Have you read the contract carefully?** Take your time. Selling your property is one of the most important decisions in your life. Don't let the buyer pressure you. If you need more time to go over the contract demand it. Look for the weasel clauses that are the big "outs" that nobody sees. These "outs" allow shady buyers to back out of the contract up until the last moment.

**If you want to sell your home**

**CALL US at 1-800-SELL-2-US**

**We'll give you an instant offer over the phone and a \$2,500 No-Fee Cash Advance when we buy your house.**