

How to Spot a Serious Buyer (Before You Waste Your Time)

Not all buyers are created equal. Some are ready to buy right now, while others may slow down the process, create unnecessary delays. Here are some key signs to watch for to ensure a **quick and smooth transaction**—and to avoid wasting time on buyers who aren't truly serious.

5 Ways to Spot a Serious Buyer FAST

1. They Are Pre-Approved, Not Just Pre-Qualified

- A **pre-approval letter** means the lender has already **verified their income, debt, and credit score**—this buyer is **financially ready** to purchase.
- **Red Flag:** If they say, *“We’ll get pre-approved after we find the right house,”* they’re **not serious yet** and could struggle to get financing.

2. They Have a Clear Moving Timeline

- A serious buyer **knows when they need to move** and has a clear goal in mind. A buyer who says, *“We need to move within the next 30-60 days”* is highly motivated.
- **Red Flag:** If they say, *“We’re just exploring our options,”* or *“Maybe later this year,”* they are likely **not in a rush to buy**.

3. They’re Working With a Real Estate Agent

- Buyers who have **hired an agent** are **serious about purchasing** and have likely **been pre-screened for readiness**.
- **Red Flag:** If they say, *“We’re just looking on our own for now,”* they may not be ready to buy—or worse, they could be **window-shopping with no intention to commit**.

4. They Ask About Next Steps & Show Urgency

- A serious buyer will ask questions like:
 - *“How soon can we schedule an inspection?”*
 - *“What’s the next step after our offer?”*
 - *“How quickly could we close?”*
- **Red Flag:** If a buyer has toured your home **but doesn’t ask follow-up questions**, they may just be browsing.

5. They Make a Strong Offer With Minimal Contingencies

- A serious buyer **submits a competitive offer** with few contingencies and a **reasonable earnest money deposit** to show commitment.

- **Red Flag:** Be cautious if a buyer submits a **lowball offer with excessive contingencies**—they may be **testing the waters** or planning to back out.
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WATCH OUT! 4 Buyer Red Flags That Could Cost You Time & Money

- ✗ **They Refuse to Get Pre-Approved** – If a buyer dodges pre-approval, they likely **don't know if they can afford your home**—or worse, they might not qualify for financing at all.
 - ✗ **They Keep Looking at Homes After Making an Offer** – If a buyer is still touring homes **after** submitting an offer, they may be **keeping their options open**—leaving your deal at risk.
 - ✗ **They Make a Lowball Offer & Expect Big Negotiations** – Serious buyers **respect market value**. A buyer who **lowballs from the start** might be **testing the waters** and could back out if they don't get their way.
 - ✗ **They Suddenly Disappear After Showing Early Interest** – If a buyer is highly engaged at first but suddenly **stops responding**, they may have **lost interest or found another home**.
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Want to Sell Quickly and Avoid Unqualified Buyers? Let's Connect!

Don't waste valuable time on buyers who aren't serious about closing. I can help you identify qualified buyers and streamline the selling process to get your home sold efficiently and at the best possible price.

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