WILCYNSKI PARTNERS

What a Clean Builder Offer Looks Like

Clean means: clear price + assumptions, meaningful earnest money, a realistic timeline, limited outs, and terms that respect your privacy and home.

The Pillars of a Clean Offer

Pillar	What it looks like	Green flag	Red flag
Transparent assumptions	Offer states what's assumed about what can be built.	Assumptions disclosed	"We'll figure it out later"
Earnest money that matters	Meaningful EM held in escrow; becomes non-refundable on a schedule.	EM becomes non-refundable	Tiny EM for a long window
Time-boxed feasibility	Feasibility has a clear end date + decision point.	10-30 days w/ decision	Vague feasibility; no end
Limited contingencies	Few outs; any outs are specific + time-bound.	Proof of funds	Partner/investor approval
Seller-friendly access	Visits by appointment with notice; privacy protected.	24-48h notice	Unlimited access
Clear costs	Who pays what is spelled out; buyer covers their due diligence.	Buyer pays for reports	Seller pays buyer studies
Timeline fits real life	Closing timeline is negotiated (fast or flexible).	Closing options offered	Pressure/forced timing

Two Common Clean Offer Structures

Option A: Clean Close	Option B: Flexible Close
Firm price	Longer timeline for move/estate/tenants
Short feasibility	Earnest money milestones
Close fast (often 21-45 days)	

Quick Red-Flag Checklist

- High-pressure deadlines ("today only")
- Very low or zero earnest money
- Feasibility with no end date
- Vague funding ("subject to approval")
- Seller paying buyer reports or studies
- Terms keep changing after agreement

Want this applied to your address?

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