

How To Ask a HNWI For Proof Of Funds

We have an epidemic in San Diego of "playing rich." These individuals pose as luxury home buyers wasting the time of agents, sellers, and they are dangerous to your reputation as a real estate agent.

Here's the way I ask for proof of funds via text or email. Do not be intimidated if they disappear they do NOT have the money. Those that have the money are proud to show it and you receive it by the end of the day.

In order to schedule the showings for city date we have to provide to the seller proof of liquidity.

Please have your banker or financial planner provide what's called verification of funds, or verification of deposit . That letter would simply state "to whom it may concern Buyer 1 and Buyer 2 have funds in excess of \$x

Or provide page 1 of a bank statement with the account number blackened out with a sharpie. It can be an online printout too as long as your name and balance is reflected.