Clean vs. Complicated Offer Guide

Every seller quietly prices in risk. A clean, certain offer often beats a higher, messier one — certainty has a dollar value.

THE CLEAN OFFER (wins)	THE COMPLICATED OFFER (stalls)
Proof of funds attached	“I’ll check with my bank”
A realistic, justified price	An unexplained or inflated price
Only the contingencies that matter	A laundry list of 15+ contingencies
A tight 45-day due-diligence window	A 90-to-120-day due-diligence window
Financing spelled out	“Still figuring out the money”
Earnest money included	No earnest money
Clear closing date	A vague or unrealistic close

Why clean beats high

A higher offer wrapped in vague financing, a dozen contingencies, and a four-month due-diligence window can be worth less to a seller than a slightly lower one that’s funded, simple, and certain. Be the easiest yes on the table.