


# Cornerstone Homebuyers Releases Consumer Guide on Florida Homeowner Concerns About Cash Home Buyers

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Cornerstone Homebuyers, a Miami-based real estate consultant and property investment company, has released a consumer guide addressing most frequently asked questions homeowners have about cash home buyers. The company published the educational resource on identifying legitimate cash home buyers as Florida cash sales remain above 40 percent, responding to growing demand for transparent information as the state maintains cash sale percentages significantly above the national average.

Florida's cash sales accounted for 40.7 percent of all residential transactions in 2024, compared to the national average of 34.1 percent, according to Redfin's year-end market report. West Palm Beach leads at 49 percent cash transactions, Jacksonville at 46.2 percent, and Tampa Bay at 42.8 percent, based on Florida REALTORS February 2025 data.

Cornerstone Homebuyers, which has completed over 500 residential property acquisitions since 2009,

identified consistent homeowner concerns about cash buyer legitimacy, verification methods, offer transparency, and transaction security through analysis of homeowner inquiries and forum discussions.

Verification standards for legitimate cash home buyers operating throughout Florida's four major regions include established business presence, verifiable transaction history, transparent offer calculations, and willingness to provide references from previous sellers.

"Homeowners researching cash home buyers in Florida frequently ask how to distinguish legitimate companies from questionable operators," said Ellie Verdura, Founder and CEO of Cornerstone Homebuyers. "We provide practical verification steps including requesting proof of funds documentation, checking Better Business Bureau ratings, reviewing online presence, and confirming local business operations."

Legitimate cash home buyers demonstrate specific operational characteristics distinguishing them from scammers or fraudulent operators. These include conducting property assessments before making offers, providing written purchase agreements with clear terms and industry standard escrow deposits, and maintaining established relationships with title companies and real estate attorneys.

Common red flags homeowners should recognize when evaluating cash offers include pressure tactics demanding immediate decisions, offers significantly above market value without property evaluation, requests for upfront fees, reluctance to provide references, and inability to demonstrate proof of funds. Buyers who pressure sellers to accept offers without due diligence represent significant concerns.

Specific questions homeowners should ask before accepting cash offers include requesting proof of funds documentation?bank statements or financial letters confirming the buyer has cash available for purchase?asking for references from recent transactions, confirming whether the buyer plans to purchase directly or assign the contract, understanding closing costs and fee responsibilities, and establishing clear timelines for closing.

"We've worked with homeowners facing foreclosure, inherited properties with title complications, houses requiring extensive home repairs, and situations where traditional financing timelines create hardship," said Ellie Verdura. "For sellers prioritizing speed and certainty over maximum sale price, working with established cash home buyers provides clear advantages. For sellers with time flexibility and properties in good condition, traditional market listings typically generate higher net proceeds."

Timing considerations comparing cash transactions to traditional financed sales show cash home buyers typically close transactions in 7-21 days versus 30-45 days or longer for conventional mortgage purchases, according to Zillow market analysis. This timeline advantage proves valuable for sellers facing foreclosure proceedings, estate settlements, job relocations, or immediate liquidation needs.

Price expectations represent another primary concern. Cash offers are typically lower retail market value, accounting for buyer costs including property assessment, potential repairs, holding expenses, and profit margins. Homeowners should review terms including timelines, cost responsibility, and contingencies when considering a cash offer.

Verification checklist items include confirming business licensing through Florida Department of State Division of Corporations, reviewing Better Business Bureau accreditation, examining online reviews across multiple platforms, and consulting with real estate attorneys before signing agreements if they have uncertainties.

Cornerstone Homebuyers operates as cash home buyers in Florida. Homeowners can request a cash offer by calling the company or submitting a confidential short form on their website.

Cornerstone Homebuyers is a Miami-based real estate consultant and property investment company established in 2009. Founded on principles of transparency and market expertise, and as a company that buy houses for cash, Cornerstone Homebuyers serves homeowners throughout Florida seeking alternatives to traditional real estate transactions. The company purchases single-family homes, mobile homes, and vacant land, has completed over 500 residential property acquisitions, and provides cash offers within 24 hours of property submission. Cornerstone Homebuyers continues to maintain an A+ Better Business Bureau rating since January 2021.

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**Cornerstone Homebuyers Inc**

*Cornerstone Homebuyers is company that buys houses in Miami and throughout Florida.  As cash home buyers, we buy houses as is, so no repairs & no fees. We make you a fair cash offer so you'll sell your house fast for cash. Cash for houses is what we do!*

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