

How Can a Lease Purchase Help Me?

With lending guidelines tightening up, and a large number of houses on the market, it is going to take longer and longer to sell your house. It will be even harder to get the price you want, especially with all the good deals in foreclosures and bank owned properties out there.

Our program is a great alternative to get cash flow coming in while the occupants are preparing to get financed to buy your house!

1. Problems sellers face:

- Too many houses to compete with
- Not enough buyers ready to buy
- Having to lower sales price
- Not much equity

2. Problems buyers face:

- Lending guidelines tightening up
- Old or incorrect items on credit report
- Not enough trade lines
- Not enough cash

1. How we solve it:

- We have a fairly small number of houses to work with at a time
- We have a large number of people that want to buy but aren't quite ready to get financed
- The price of our lease purchase homes is set. No need to keep dropping your price!
- We have credit improvement in place through Envision Financial
- We are affiliated with Public Savings Bank to help our buyers establish trade lines
- We have brokers and financing programs in place through Affiliated Bank
- You pay us nothing! No fees or commissions!

Most issues that people have on their credit are minor and easily fixed. Also, most people don't use credit due to the high rates and business practices of the credit card companies. We assist them in getting the right trade lines in place so they can further improve their credit.

Many of the people that come to us for our program were turned down for financing on a house, and need to address a few items, but they want to do so so they can get in the house they want and keep their children in the same school district. This is NOT a rental situation as they want to BUY and they will be making payments to you while preparing for permanent financing on your house.

Here's how it works:

The tenant/buyers are paying you rather than the bank, so the payments go directly to you. It can even be set up electronically.

Envision Financial assists with items that the lenders haven't addressed and we help them establish trade lines, if they need it, through Public Savings Bank.

While working on financing, they are responsible for maintenance and repairs, and can even purchase a home warranty.

As soon as all the items are resolved, typically in 6-12 months, they get financed with our broker and you pay no commissions! You keep your equity and cash flow each month. Closing takes place at a local title company; you can even choose which one if you want!

