

Sell your house for
FULL MARKET VALUE
In **LESS TIME** with the



Lease Purchase
Advantage

If you are selling a house in Columbus, you're probably experiencing first-hand the difficulties of selling in today's difficult real estate market. With so many homes selling at low prices as short sales, foreclosures, and bank owned properties, it is a buyers' market and *it can be very difficult to get a fair market value and price.*

In addition to that, banks and mortgage companies are more demanding than ever and buyers are having more difficulty getting approved for loans. All of this makes for a frustrating house selling experience!

NOW, there is a way that you can sell your house in a few weeks for **FULL MARKET VALUE!**

What if you could also get full market value for your house **without paying commissions or extra fees and costs?**

You can with the Lease Purchase Advantage!

What is a Lease Purchase?

A lease purchase is a way to sell your house where you lease your property for 12-24 months to a tenant/buyer and close the purchase at the end of the lease.

Why would we put off the closing?

The typical lease purchase tenant/buyer is temporarily unable to obtain financing for a conventional mortgage. It may be due to illness, financial emergency, relocation, or divorce, but their situation is usually temporary. These are good people who likely would have qualified for a mortgage a year or two ago, prior to the changes in the lending

environment. By allowing them to buy your house today and giving them time to save up money or to rebuild their credit, they are more than happy to pay top dollar to you!

What costs are there?

Another advantage of selling on a lease purchase is that there is NO cost to you! No commission, fees or other costs! We do all the work and marketing for you as well!

What if I don't want to deal with being a temporary landlord?

With a lease purchase, you are not a true landlord. The usual issues and headaches of a landlord have to do with tenants and the tenant mentality and/or situation. With a tenant/buyer, you are not dealing with a tenant, you are dealing with someone who has a vested interest in taking care of the house because they want to BUY it!

Tenants only plan on living in a house or apartment for a year or two, so they don't worry about taking care of the place. It's not their responsibility. Any problems aren't really their problems, they are just renting it for a short time.

With a tenant/buyer, they plan on owning the home for a long time and are proud of it. They will take care of it, keep it clean, and take care of all the maintenance! They are grateful for the ability to lease it before they buy it. Therefore they will also make all their payments on time because if they don't they lose out on any *rent credits*!

Pride of ownership, incentives to take care of the home, and financial advantages all contribute to the reasons that make a tenant/buyer MUCH better than a regular tenant.

How long will it take to find a tenant/buyer for my house?

There are no guarantees when it comes to selling a house, and no one can do this. However, in the majority of cases, we can find a screened and qualified tenant/buyer who is ready to make a commitment within 4-6 weeks! Sometimes it only takes a week and other times it can take 2 months or so; but this beats the 6 month plus average time it takes to sell through traditional means!

What if someone wants to buy my house NOW?

Congratulations! They can do so without any problems if we haven't already found a tenant/buyer for you. Until that happens and the agreements are signed, you can sell your house outright if the right person comes along.

Can I have someone else manage my house for me?

With a properly structured Lease Purchase, there is little management required. The tenant/buyer takes excellent care of the property so you don't need to deal with repairs or maintenance, and they've been qualified by our credit team and our broker. All tenant/buyers are well screened by us and by our team. You can hire a property management company for day to day maintenance and monitoring of the situation if you want to, although they will charge you a monthly fee for doing so.

A properly structure Lease Purchase can be the most advantageous way to sell a house in today's market. This is a great choice if you are tired of the traditional methods of listing with an agent or selling as a For Sale by Owner, and are tired of

expensive and time consuming advertising expenses or real estate commissions.

*If you are interested in selling your house for TOP price with the Lease Purchase Advantage, or would like a **FREE** consultation, call **614-547-3189***

No pressure or risk!

www.columbusleasetobuy.com