

Columbus Lease To Buy
Prosperous Holdings, LLC



HOME SELLING PROGRAM

***WE BUY, SELL,
and
LEASE HOUSES***



WHO WE ARE:

- Columbus Lease to Buy is a multi-service real estate company that has the ability to: **BUY, LEASE, MARKET, and SELL HOMES**. We have been in business for 2 years.
- We work with Sellers who need to sell, but do not want to wait six months to market and sell, repair and renovate their home, pay real estate commissions, or wait for an approved buyer.
- We work with Buyers who we can move into properties quickly before they complete the tedious loan application and loan processing delays. We work with all types of Buyers and situations. Some need time to alleviate a shortage of down payment or may need time to solve credit issues.
- If we can't buy your house quickly with cash, we can often buy it for full price with a Lease Purchase.



HOW WE CAN HELP YOU:

- We have the “know – how”. We have been there, done that.
- We have the contacts and referrals
 - Attorneys
 - Title Research
 - Lenders
 - Repair Contractors
 - Home Inspectors
 - Insurance Companies
 - Buyer Lists
- We have all of the legal paperwork already completed. You can work closely with our attorney if you want when you sign the lease option paperwork with your new tenant-buyer.



FOLLOWING THE TRADITIONAL SELLING PROCESS

- It takes 6 months on average to sell and close on your house while you continue to pay the house loan, interest, taxes, and insurance.
- There is a current 10 month inventory on homes in St Louis. In other words, if not one more home went on the market, it would take 10 months to sell all the remaining homes on the market today.
- The average sale price is 97% of your listed price for a home ready to market and priced correctly.
- The average commission in Missouri is 6% of the sale price.
- The seller normally pays closing costs which average 3% of the sale price.
- Other costs such as carrying costs, survey, maintenance, repairs and nuisance should also be considered.
- It is more and more difficult than ever for new buyers to get traditional financing. Lenders have tightened their lending standards and made it difficult for people with less than perfect credit to get a mortgage.



5 Ways to Sell Houses Fast

- 1) Sell the Right House. It is going to be hard to sell your house if it's too highly priced, too small, in a poor area, too far from the city, etc.
- 2) Have Multiple Exits. You need to be willing to accept a variety of terms when selling.
 - a. Be willing to wait for your equity. Advertise that you're willing to "owner finance, lease option, seller carry back 2nd, finance down payment and closing costs, etc".
 - b. Price it right. You may still be able to get a 0% - 5% premium.
 - c. Be willing to sell on a lease option or owner financing.
- 3) Make Sure the House is Ready to Sell. In most cases, the house sells itself. Make sure the house is fixed up and clean. Stage the house.
- 4) Use Proven Marketing Systems. – Classified ads, large yard signs, directional signs, flyers, effective on-line presence, voice mail, advertise to a large buyer's list, network with investors, etc.
- 5) Be a Creative and Flexible Seller. You must be friendly, flexible and excited when meeting buyers. You must be familiar with flexible financing options. You must follow up with prospective buyers. You need to stay on top of the loan process & current mortgage industry.



ADVANTAGES TO SELLING YOUR HOME ON TERMS

- 1) It works. We sell almost all our own homes on terms.
- 2) We make our profit from the tenant-buyer. It doesn't cost you anything.
- 3) We already have Tenant-Buyers looking for homes in your neighborhood! We have more Tenant-Buyers than we do houses right now.
- 4) You can still advertise the home on your own. If you sell it or lease before we do, you won't owe us anything.
- 5) There is always a strong demand for homes that are selling on lease options or owner financing.
- 6) You can sell your home for top dollar and you won't have to pay any Realtor commissions.
- 7) You can make the tenant-buyers responsible for maintenance and repairs. You won't get any calls for fixing leaking toilets or sinks.
- 8) Tenant-buyers usually make great tenants. Since they put so much down on the home, they tend to take better care of it. They tend to see themselves as future home owners of the property.
- 9) Tenant-buyers will pay top rent, usually a 5% - 10% premium.
- 10) If the tenant-buyer does not purchase the home, the option fee is non-refundable.
- 11) Tenant-buyers will pay all the closing costs when they purchase the home.
- 12) Our mortgage broker prescreens all our Tenant-Buyers to make sure they can get a mortgage in 1-2 years with credit repair.
- 13) You still keep all your tax deductions and then some – mortgage interest, property taxes, and depreciation. (See a tax accountant)



WHAT IS A LEASE OPTION?

A lease option is essentially a purchase contract with pre-negotiated terms combined with a rental agreement. The buyer leases the property for a specified period of time and then has the option of purchasing the property before the end of the lease agreement. Sales price, length of rental, closing costs, and maintenance are all negotiated much the same as a conventional real estate transaction. A lease option, if properly utilized, is both a seller and a buyer's dream come true because it can eliminate many of the negatives normally attributed to the selling and buying of a home.


Typically a tenant-buyer will pay an option consideration of between 2% - 4% of the price of the home. The money the tenant-buyer puts down will be credited to them when they purchase the home. The deed will stay in your name.

WHAT IS OWNER FINANCING?

Selling your home with owner financing is very similar to a lease option. The only differences are that the buyer will usually put down more money (7% - 10%). The mortgage will stay in your name, but the deed to the house will be out in escrow. You will create a new note with them that typically charges 7% - 10% interest and has a 3-5 year balloon payment.

WHAT WE WILL DO FOR YOU:

- We will market your house with a large yard sign, directional signs, flyers, personalized websites, on-line and print



classifieds, free reports, networking with investors and tenant-buyers, etc.

- We will add your home to our website (www.columbusleasetobuy.com), and send your listing out to over 3,000 potential tenant-buyers that have visited our website and joined our Buyer's List.
- We will help you show the home if the house is vacant. You will need to let us put a lock-box on your home.
- We help you pre-screen all the applicants (criminal & credit checks). Our mortgage broker will evaluate the applicant's credit and tell us how far they think the tenant-buyer is from getting a mortgage and what they need to do to repair their credit.
- When we find an approved tenant-buyer that you approve of, we have very pro-seller Lease Option Agreements. If you would like to use our attorney to sign the documents with, we can refer a good attorney to you.

WHAT YOU NEED TO DO:

- If you live in the home, you will need to coordinate showing the home to prospective applicants. We will have them call you to schedule a time to view home. Give interested parties the application & property information sheet. Direct them to the website or have them call us if they have questions about financing.
- You will have the opportunity to review and approve every application. You can call us anytime you have questions.
- If you sell or lease the house before we do, let us know and we will cancel our agreement.
- You will be responsible for collecting the rent and managing the property until the tenant-buyer buys the home.



Columbus, OH - Jeff & Tina S.

"At first I was skeptical of how to go about selling my house in a non-traditional manner. I had always thought that you really only sold a house by listing it with a realtor. But this can be an expensive and time-consuming way to get your sold. Columbus Lease to Buy helped me realize that my goal was to make it easy to market our house in a way that appealed to many different buyers.

In talking to neighbors who had their houses for sale in the traditional way, we had as many interested buyers in one week as they had in a month. While other houses had been sitting on the market for 6+ months, we found a buyer in 2 weeks. This is definitely the way to go."



***Columbus, OH
Ken H.***

"We really appreciate what you are doing for us and for other people. We wish there were more people like you out there."

