

SPECIAL REPORT

“How You Can Sell Your House In 24 Hours”

Compliments of Solution Home Buyers

Dear Homeowner,

Trying to sell your home can be a Nightmare! However, after reading this Special Report, you may very well have a qualified buyer within the next 24 hours... us! While we cannot promise you we will personally buy your house, we can give you some creative techniques that will work for you.

First, we are not real estate agents, but private individuals, like yourself. We have been in the business of privately leasing, buying, fixing, marketing and selling houses for over 17 years.

People who have never tried to sell a home themselves just don't seem to understand what is involved: The details, the time, the waiting, the ads that never seem to make the paper, having strangers walking through your house, criticizing your interior decorating tastes can be a much bigger hassle than you ever thought possible... in fact, it can easily turn into your worst nightmare!

It can't hurt to list with a real estate agent or broker. However, most real estate brokers simply “list” your property. This means they stick it in the multiple listing computer and wait for a bite. The first problem with this method is that there are thousands of other homes in the computer that read just like yours. The second problem is that most Realtors list your property at a price that is unrealistically high. They do this because: (1) they need room for their fee, and (2) they need room to counter offer when another realtor presents their offer. The bargaining goes back and forth, time goes by, the buyer needs to inspect the property, the bank rejects their loan application, blah, blah, blah – six months later you're back where you started.

You may have tried the “For Sale by Owner” route: you buy your sign, place ads in the paper to show your home, you wait. You call back the

“lookers” and leave messages on their answering machines. They make appointments to see your house, you wait around all weekend, and half of them don’t even show up!! Frustrating, isn’t it? Can you tell we’ve been there? Back to square one, with a house and a mortgage that won’t go away.

What if I told you we wanted to buy your house? In fact, we may very well close with cash. No problem with the non-assumable loan. No problem catching up on payment arrears. We can probably wrap up the whole thing within 24 hours. Would that peak your interest?

We don’t know how much you owe, how much it’s worth, or any of that. We can get those details when you call. When you call us and give us the facts, we’ll either tell you on the spot if we can’t help, or we’ll give you an offer within 5 days

Our company buys and sells property. You might say that we are investors. With your property, we’ll probably structure several options that will work for you, and let you choose the one that best suits your needs.

You see, we have found we can make a profit on homes that even real estate agents passed up, because we have more patience, more creativity, more solutions and because we personally handle the whole process. Most real estate agents only know one formula, to stick it in the multiple listing computer, wait for an offer, counter-offer, contract, invest 20% down, buyer gets a loan, close in 90 days, agent gets 7% fee. That’s how they earn a living, and they wouldn’t do it any other way.

When we agree with you to purchase your property, we take it seriously. We treat your home like it was our own. We brainstorm day and night to think of creative ways to move it quickly...so... you can get on with your life!

HERE’S THE GAME PLAN TO SELL YOUR HOUSE QUICKLY

OPTION #1: ALL CASH AT A DISCOUNT

Lets face it, if you want to sell fast, you have to sell at a discount. That’s how the supermarket moves 500 cases of tomatoes that are about to go bad. You don’t have to let someone steal your house, but you must be willing to reduce your price to attract an all cash buyer. By “all cash” I mean someone

who won't sign a contract that is contingent upon some bank giving them a loan. It means they have access to CASH and can close quickly.

We may be able to do that for you. We have paid all cash for homes many times and continue to do so. Maybe the "all cash" will be a split-payment; that is, some at closing and the rest within a year. This works well for many people who need some, but not all of the cash now. It's called "split-funding" and it's been done for years by sophisticated real estate entrepreneurs. Don't bother asking your realtor, because they don't see this kind of deal every day. Ask guys like Donald Trump.

OPTION #2: SELLER-FINANCING

In this case, you'd be like a bank. You'd collect monthly payments for your equity like an annuity. Obviously, you could spend the money as you wish, pay bills or bank it. This will work for you if you wanted or needed more income, wanted your price and needed a quick sale.

This scenario is particularly advantageous if you owned the property a long time and it has increased in value. If you sold for all cash, you may be subjected to severe capital gains tax. On an "installment sale" you are taxed only on the cash you receive each year. You would want to ask your tax advisor if this is the case. If you *need* some money now, we can also arrange the sale to give you the cash you need now and the rest later. In some cases, this will enable your getting *more* than your original purchase price.

How about if you have no equity? We have a plan for you even if this is the case. Assuming you are willing to let the loan remain in place for a while, we can help. We have several creative ideas that will work for you.

We have bought many homes this way as well. We are flexible on price, down payment terms and monthly payments. We can tailor our program in any way that will work for you.

OPTION #3: LEASE/PURCHASE

The lease/purchase or "lease/option" is another effective way to move your property. We will lease the property from you with an agreed upon purchase

price that is good for the term of the lease. We will find a suitable tenant/buyer whom we will pre-qualify and lease it to them. When our tenant/buyer is ready to qualify for a loan, we buy the house from you for all cash. In the meantime, your mortgage payment is covered. The best part is, your loan doesn't even have to be assumable for this to work for you!

Here is a typical situation: A couple named Kim and Wes Weber from Sylvan Lake decided to relocate to Crows Nest Pass. They rented their house to tenants whom they thought were responsible. Six months later, they vacated the house and left it a complete mess! They considered using a realtor, but they would still have to make the \$1050/month mortgage payment while the house was vacant. Furthermore, they would have to pay thousands of dollars to repaint the house and replace the carpets.

The Webers called and told us the situation. We agreed that we could lease their property for the mortgage payment, taxes and insurance, with the right to buy it at an agreed upon price. We explained that we intended to find a qualified tenant who would immediately sublease the property from us until they were ready to buy. We cleaned up the house and immediately began looking for a qualified tenant. Frankly it was easy! You see, in this business we develop files on qualified buyers looking for houses. So we simply began calling some prospective clients, knowing that this was their criteria. One couple wanted to see it right away, so we met them at the house that afternoon. It was a "done deal".

We immediately began walking them through the details required for getting a loan. (They had some credit glitches which took awhile to work out). During this process, we subleased the property to them, covering Joe's mortgage payments. Sixteen months later we bought the property from the Webers and sold it to the tenants.

From this example you can see the many benefits a lease/purchase can provide you, including:

- Immediate relief from mortgage payments
- Guaranteed no vacancy
- No need to severely discount the purchase price
- Possible tax deduction (since the property can be treated as a "rental" for tax purposes)

- No more tenant and toilet worries.

You may be thinking to yourself, “how can I trust these people with my house?” Good question. We can understand your concern. As a commitment to fair business practices we are members of the Edmonton Better Business Bureau. Just give us a call – if you don’t feel comfortable doing business with us, we won’t be offended. We want you to be confident and be able to sleep at night without worrying.

I know this is a lot of information to digest at once, but if you’re still with us at this point, chances are you’re interested in doing whatever it takes to get your house sold quickly. If we can’t do business together, that’s o.k. We honestly believe you’ll be pleasantly surprised when you do call... we specialize in solutions! By calling, you give us the chance to help you find a solution. Give us a try.