

A dark brown background with a white pen and a ruler. The pen is positioned diagonally across the middle of the frame, pointing towards the bottom right. A ruler is visible in the bottom right corner, showing measurements in inches and centimeters. The text is overlaid on the left side of the image.

WHY THIS
GUIDE IS
YOUR KEY TO
A FAST,
STRESS-
FREE HOME
SALE

2-PREPARING YOUR HOME FOR SALE

HOME VALUATION: THE FIRST STEP IS DETERMINING THE VALUE OF YOUR HOME. YOU CAN GET A BALLPARK FIGURE BY LOOKING AT COMPARABLE HOME SALES (OFTEN CALLED “COMPS”) IN YOUR AREA. A REAL ESTATE AGENT OR ONLINE TOOLS CAN HELP YOU WITH THIS.

NECESSARY REPAIRS AND UPGRADES: CONSIDER MINOR REPAIRS THAT MIGHT MAKE YOUR HOME MORE APPEALING TO BUYERS, BUT DON'T GO OVERBOARD. IT'S IMPORTANT TO KEEP IN MIND THAT MOST BUYERS ARE LOOKING FOR A NEUTRAL CANVAS THAT THEY CAN PERSONALIZE. IF YOU HAVEN'T MADE ANY MAJOR UPDATES IN THE PAST, DON'T WORRY—MANY BUYERS PREFER TO MAKE CHANGES THEMSELVES.

STAGING TIPS: DECLUTTERING, CLEANING, AND REARRANGING FURNITURE CAN MAKE A BIG DIFFERENCE IN HOW YOUR HOME IS PERCEIVED. KEEP IT SIMPLE AND NEUTRAL SO THAT BUYERS CAN EASILY IMAGINE THEMSELVES LIVING THERE.

TYPES OF BUYERS

3-REAL ESTATE AGENTS: REALTORS ARE EXPERTS AT MARKETING HOMES AND FINDING BUYERS.

THEY TYPICALLY CHARGE A COMMISSION (USUALLY AROUND 5-6% OF THE SALE PRICE), BUT THEY CAN SAVE YOU TIME AND HANDLE ALL THE LEGAL PAPERWORK.

CASH BUYERS: CASH BUYERS ARE TYPICALLY INVESTORS LOOKING FOR A QUICK TRANSACTION. THEY OFTEN OFFER LESS THAN MARKET VALUE, BUT THEY CAN CLOSE THE SALE QUICKLY, SOMETIMES WITHIN DAYS. THIS IS AN IDEAL OPTION IF YOU NEED TO SELL FAST.

WHOLESALERS: WHOLESALERS ACT AS MIDDLEMEN BETWEEN SELLERS AND INVESTORS. THEY GET YOUR HOME UNDER CONTRACT AND THEN ASSIGN THE CONTRACT TO AN INVESTOR FOR A FEE. THIS CAN BE A GOOD OPTION FOR HOMEOWNERS LOOKING TO SELL QUICKLY, BUT IT MAY NOT ALWAYS YIELD THE HIGHEST PRICE.

INVESTORS: REAL ESTATE INVESTORS OFTEN PURCHASE HOMES AS-IS, WHICH MEANS YOU DON'T HAVE TO WORRY ABOUT REPAIRS OR UPGRADES. THEY MAY BUY TO RENT OUT, FLIP, OR HOLD AS A LONG-TERM INVESTMENT. THESE BUYERS USUALLY PREFER QUICK, NO-HASSLE TRANSACTIONS.

4-SELLING YOUR HOME WITHOUT

A REALTOR (FOR SALE BY OWNER – FSBO) BENEFITS AND DRAWBACKS: SELLING YOUR HOME YOURSELF CAN SAVE YOU FROM PAYING REALTOR COMMISSIONS, BUT IT ALSO MEANS YOU'LL BE RESPONSIBLE FOR MARKETING, SHOWING THE PROPERTY, AND HANDLING ALL THE PAPERWORK. IT CAN BE TIME-CONSUMING, BUT IT'S A VIABLE OPTION IF YOU'RE COMFORTABLE WITH THE PROCESS.

MARKETING YOUR HOME: LIST YOUR HOME ON PLATFORMS LIKE ZILLOW, REALTOR.COM, AND THE MLS (MULTIPLE LISTING SERVICE) TO REACH THE WIDEST AUDIENCE. YOU CAN ALSO LEVERAGE SOCIAL MEDIA TO ATTRACT BUYERS.

LEGAL PAPERWORK: SELLING A HOME INVOLVES A LOT OF PAPERWORK, FROM SALES CONTRACTS TO DISCLOSURE FORMS. MAKE SURE YOU HAVE ALL THE NECESSARY LEGAL DOCUMENTS PREPARED TO AVOID ANY DELAYS OR ISSUES DURING CLOSING.

5-WORKING WITH REALTORS

FINDING THE RIGHT REALTOR: CHOOSE A REALTOR WHO SPECIALIZES IN DISTRESSED PROPERTIES OR FORECLOSURES. THEY WILL KNOW HOW TO MARKET YOUR HOME TO THE RIGHT AUDIENCE AND MAY HAVE CONNECTIONS WITH INVESTORS OR CASH

BUYERS.

WHAT TO EXPECT: A GOOD REALTOR WILL HANDLE EVERYTHING FROM LISTING AND MARKETING YOUR HOME TO NEGOTIATING OFFERS AND FINALIZING THE SALE. THEY CAN ALSO HELP YOU SET THE RIGHT PRICE TO ATTRACT BUYERS QUICKLY WITHOUT UNDERPRICING YOUR PROPERTY.

6- ALTERNATIVE SELLING OPTIONS

SHORT SALES: IF YOU OWE MORE ON YOUR MORTGAGE THAN THE CURRENT VALUE OF YOUR HOME, A SHORT SALE MAY BE AN OPTION. IN A SHORT SALE.

THE LENDER AGREES TO ACCEPT LESS THAN WHAT IS OWED ON THE MORTGAGE. IT REQUIRES THE LENDER'S APPROVAL AND CAN TAKE LONGER, BUT IT CAN HELP YOU AVOID FORECLOSURE.

7-RENT-TO-OWN AND LEASE OPTIONS: IF YOU'RE NOT READY TO SELL IMMEDIATELY, RENT-TO-OWN OR LEASE OPTIONS MAY PROVIDE TEMPORARY RELIEF. THESE OPTIONS ALLOW YOU TO RENT THE HOME TO A POTENTIAL BUYER WHO WILL EVENTUALLY PURCHASE THE PROPERTY.

8-NEGOTIATING OFFERS

EVALUATING OFFERS: WHEN YOU RECEIVE OFFERS, DON'T JUST FOCUS ON THE PRICE. CONSIDER THE BUYER'S ABILITY TO CLOSE QUICKLY, WHETHER THEY ARE PAYING CASH OR FINANCING, AND ANY CONTINGENCIES (SUCH AS NEEDING TO SELL ANOTHER PROPERTY FIRST).

COUNTEROFFERS: DON'T HESITATE TO MAKE A COUNTEROFFER IF YOU THINK THE BUYER'S OFFER IS TOO LOW. YOU CAN NEGOTIATE NOT ONLY ON THE PRICE BUT ALSO ON CLOSING COSTS, THE CLOSING DATE, AND REPAIRS.

PAYMENTS WHILE YOU WORK OUT A LONG-TERM SOLUTION.

9- FORECLOSURE-SPECIFIC STRATEGIES

TALK TO YOUR LENDER: ALWAYS KEEP COMMUNICATION OPEN WITH YOUR LENDER. THEY MAY BE WILLING TO WORK WITH YOU ON A SHORT SALE, LOAN MODIFICATION, OR FORBEARANCE IF THEY SEE THAT YOU'RE MAKING AN EFFORT TO AVOID FORECLOSURE.

10-LOAN MODIFICATION AND FORBEARANCE:

THESE OPTIONS MAY ALLOW YOU TO ADJUST YOUR MORTGAGE TERMS TO MAKE PAYMENTS MORE AFFORDABLE, OR TEMPORARILY SUSPEND PAYMENTS WHILE YOU WORK OUT A LONG-TERM SOLUTION.

11-AVOIDING SCAMS

FORECLOSURE AND QUICK-SALE SCAMS: BE WARY OF COMPANIES OR INDIVIDUALS WHO PROMISE TO SAVE YOU FROM FORECLOSURE BUT ASK FOR UPFRONT FEES OR PUSH FOR QUICK DECISIONS. ALWAYS DO YOUR RESEARCH AND CHECK REFERENCES BEFORE SIGNING ANY CONTRACTS.

12-RESOURCES AND ASSISTANCE

REAL ESTATE PROFESSIONALS: CONSIDER WORKING WITH A REALTOR OR REAL ESTATE INVESTOR WITH EXPERIENCE IN DISTRESSED PROPERTIES. IF YOU NEED A TRUSTED RECOMMENDATION, FEEL FREE TO CONTACT US.

STATE-SPECIFIC LAWS: REAL ESTATE AND FORECLOSURE LAWS VARY BY STATE. MAKE SURE YOU UNDERSTAND YOUR LOCAL REGULATIONS OR SEEK LEGAL ADVICE IF NECESSARY.

13-NEED HELP SELLING YOUR HOME?

WE'RE HERE FOR YOU!

REMEMBER, IT'S NOT ALWAYS NECESSARY TO FIX UP YOUR HOME BEFORE SELLING. MANY BUYERS PREFER A BLANK, NEUTRAL CANVAS SO THEY CAN VISUALIZE THEIR OWN STYLE. IF YOU HAVEN'T MADE ANY UPDATES IN THE PAST, DON'T WORRY—MANY BUYERS PREFER TO MAKE CHANGES THEMSELVES. IF YOU'RE CONSIDERING MAKING REPAIRS BUT AREN'T SURE, CONTACT US FIRST! WE COLLABORATE WITH INVESTORS, HOMEOWNERS, AND FIRST-TIME BUYERS TO COME UP WITH THE BEST PLAN AND DEAL FOR YOUR SITUATION.

FOR PERSONALIZED ASSISTANCE, REACH OUT TO US! WE'RE HERE TO HELP YOU THROUGH EVERY STEP OF THE PROCESS:

EMAIL: CONTACT@SCORERISES.COM

PHONE: 808-757-4053

WEBSITE: WWW.SCORERISES.COM

OTHER SERVICES: WWW.ELEVATEGV.COM