



camwood properties

5 CRITICAL THINGS YOU MUST KNOW BEFORE SELLING YOUR HOUSE

(Not Knowing These Could
Cost You \$10,000's)



Right Money



Time



Convenience



Trust



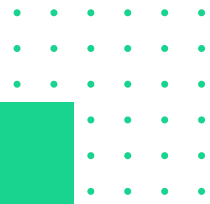
Assessment

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For permissions or inquiries, please contact us at:
Camwood Properties dba Camwood House Buyers
14425 Falcon Head Blvd, Bldg E, Austin, TX 78738
Phone: (866) 275-3359
Email: sales@camwoodhousebuyers.com

1. Get the Right Money When You Sell



Selling your home involves more than aiming for the highest price.

It's about preparing your property to meet market standards, especially when financial or time constraints affect its readiness.



Home Condition

Is your home market-ready? Consider needed repairs or cleaning.



Budgeting & Improvements

Have you estimated what changes are needed to be market ready?



Financial Planning

Consider equity in the property and tax implications of selling.



Time Constraints

Do you have a deadline to sell?



Strategic Pricing

What is the best price strategy for your time and property condition?



Professional Advice

Get input from experienced professionals

Understanding Property Valuation & Financial Tips



Assessed Value

Used for property taxes, it may not accurately reflect your home's market condition



Appraised Value

A professional's estimate that considers location, condition, and comparable sales



Fair Market Value

The price that buyers are likely to pay, based on similar recent sales in your area

ADJUST FOR CONDITION

Price to reflect needed repairs, acknowledging the home's potential and current state.

PROFESSIONAL VALUATIONS

Use appraisals to set a solid, defensible price, aiding in buyer negotiations.

MARKET DYNAMICS

Understand local trends and economic factors to price for a timely sale.

EFFECTIVE MARKETING

Promote unique features and possible upgrades to attract buyers.

2. Choose the Best Time to Sell



When selling your home, understanding the time needed for preparation is key.

Timing it's the only thing that might separate a good deal from a great one.

77% of Sellers

Find direct sales or as-is options that fit their timelines when prepping for any circumstances like downsizing, quick relocations, or life change events.

Every homeowner's situation is unique, and what works for one may not work for another.

Assess your House Needs

List repairs, cleaning tasks, and any legal matters (such as probate or divorce) and estimate the time all these preparations will take.

Consider Your Circumstances

Does the traditional selling process suit your situation? Consider the timing challenges for downsizing or relocating to a new place.

Depending on your selling route the timing can change:



Direct Sales

Sell your property as-is, typically closing within a few weeks, much faster than traditional sales.



Investor Purchases

Investors may buy homes for cash, often completing transactions in as little as 14 days.



iBuying Services

Instant cash offers and close quickly, based on algorithmic appraisals, without extensive prep work.

3. Keep in Mind The Convenience

Selling a home efficiently often hinges on the level of convenience

Especially for properties not ready for traditional market processes.



Here are some scenarios where convenience might dictate a different approach to selling:

Inherited Properties

Inheriting a property far from your residence can complicate traditional sales. Opting for iBuying services or selling directly to investors can simplify the transaction.

Rental Properties with Tenants

Selling a tenanted property raises concerns about income disruption and tenant cooperation. A direct sale to investors can circumvent these issues, ensuring a smoother process without tenant involvement.

Divorce

Not all divorce proceedings are friendly. If you're going through a divorce and know the house will need to be sold, sometimes you may not feel confident that your soon to be ex-spouse will cooperate for necessary cleaning or showings to make the house market ready. Again, an alternative sale may be a good consideration.

Convenient Selling Tips for Homeowners

Opt for Direct Investor Sales

Selling your property directly to an investor for a quick and straightforward transaction that bypasses traditional market delays.

Lease-Purchase Options

If your property is rented, a lease-purchase agreement could be a win-win, maintaining rental income while transitioning to a sale.

Specialized Brokerage Services

Work with real estate brokers who specialize in selling properties under specific circumstances.

4. Get Support from Someone You TRUST



Choose someone who not only talks the talk but walks the walk.

Your relationship with your real estate agent should be solid. A trustworthy agent can amplify your profits and peace of mind.

Business Style

Determine whether they primarily represent buyers or sellers, how many clients they handle at a time, and whether they operate independently or as part of a team.

This will give you insight into how much attention and resources they can dedicate to your sale.

Check if:

- Do they handle cash offers?
- Are they fixer uppers?
- Do they offer options for you?

Experience

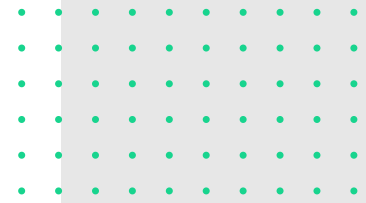
It's crucial to understand how well they're equipped to manage your specific selling circumstances—each property can present unique challenges.

What They Can Offer

An agent's local knowledge can be a huge advantage.

Check if they are well-connected within the community and can access new listings quickly—this can be a sign of how proactive they are.

5. Accurate Assessment of Your House



When selling your home, it's crucial to get the pricing right, not just to attract buyers but to maximize your net profit.

This requires more than a basic understanding of the market—it calls for strategic assessments and professional insights.



Cash Offers

An off market cash offer may be a good consideration, depending again on the property's condition. If the home needs repairs that disqualify it from a buyer using FHA, VA or Conventional mortgage financing, cash offers may be your best alternative, especially if you have equity in the property but the mortgage is not fully paid off.

Seller Financing

By acting as the lender in seller financing, you can take advantage of owning your home without a mortgage (free and clear), and act as the bank. This allows you to reach agreement with a buyer – often an investor buyer – and choose a monthly payment amount and payment schedule that works for you. This option is often chosen to avoid receiving a lump sum payment at closing, for tax deferral purposes.

How to Avoid Low Ball Offers

Educate Yourself

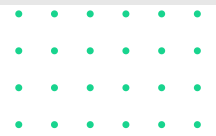
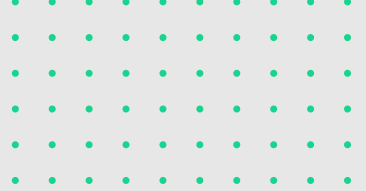
Know the current market rates and how your property compares.



Transparent Listing

Be clear about what your home offers. Misunderstandings can lead to lower offers.





Net Price Offer

If you have had experience with unsuccessfully attempting to sell the property, it may have been priced uncompetitively.

You may also have experienced logistical issues and scheduling problems with showings, or a poor rapport with your agent.

Too often these situations result in a property that languishes on the market, multiple price reductions, a stale appearance, and an expired listing.

It wasn't marketed properly.

We can offer a net price program that is designed to protect your equity and result in ensuring you get the property closed efficiently and a net price payout that's agreeable to you.

More Information About Us

Educate yourself,
then sell. Knowledge
is not just power –
IT'S PROFIT



FREE CONSULTATION OFFER

Consider taking advantage of a free 30-minute consultation call with **Camwood House Buyers**. This can provide personalized insights. **Save a spot today.**

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