

SELLING YOUR HOUSE OR RENTAL FOR CASH IN MASSACHUSETTS

—
WORKING WITH
BOSTONBD

Roki C.



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Welcome

Thank you for visiting us and downloading our ebook. Through the experience of working with many home and rental sellers in Massachusetts, we understand your concerns.

We wrote this book to answer your questions and give you more information regarding the transfer process.

If you need immediate assistance with selling and resolving property related issues, please call us directly at (617) 250-7100.



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What is a 'cash' sale in real estate?

'Cash' can be a confusing term. In real estate, 'cash' refers to the liquid capital that a person or entity has available to pledge toward buying your property. This is money held in a bank or other institution that isn't tied-up in an investment. As a home seller, cash represents to you the least risk in the transaction. Cash buyers require no loan approvals, can close faster, and don't require repairs.

What If I owe back-taxes or past due payments?

Even if you owe thousands in delinquent payments, or back-taxes, we will structure a way to purchase your home immediately, with no costs to you.

No matter what financial situation you're facing, we can find a workable solution.

The Selling Process and Documentation

The process of selling your house to an investor is very straightforward. It starts when you call us to request your

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no-hassle offer. We'll ask you a small set of questions to gauge the condition of your home and to understand better your goals in selling the property.

After we've agreed on a price and finished the purchase documents, we'll open escrow and schedule a time for the inspection.

Then, when the title reports and inspections are complete, we can move forward to closing and signing the final documents to transfer the title.

We will guide you transparently at every step of the process, with no cost to you.



The Visual Inspection

At this point, we'll schedule a time to visit the location and structure. Our primary goal for the inspection is to verify the condition of the property and gather photos and information to begin the quick-closing process.

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Don't be concerned with the condition of the property. We *will* buy it. If the condition is consistent with what you've told us over the phone, we will move toward a fast closing in as little as 10 days.

Considering Repairs, Clean Up, and Improvements

One of the best benefits of selling to an investor is that you won't need to make any repairs or do any cleaning of the interior or exterior of the property. The investment company will handle *all* the required repairs.

How does a new or improved feature of a home, such as a remodeled kitchen or pool upgrade, increase value?

Appraisers use paired-sales analysis, a statistical method to estimate the value of



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improvements and differences in subject and comparable properties. In general, the increase in value from an improvement is less than its cost. This means that making improvements before selling your property may not yield enough of a sales price increase to make the repair worthwhile.

If you do choose to make improvements, don't cut corners. Hire a qualified, licensed contractor to ensure quality and code compliance.

It's not worth the time, energy, or stress during escrow due to improperly designed and built improvements. Depending on the situation, we may be able to give you a credit for major repairs that were recently completed.

Knowing the Value of Your Property

How can I tell the value of my home or rental? Your property's value can be estimated most accurately using the comparison, income, or cost method. The comparison approach, also called substitution, looks at the value of recently sold properties to determine the range of possible value for your property. The income method is the most common method for rental properties. It uses a figure

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called the capitalization rate to convert the net profit into a price that would be acceptable to the typical investor.

Choosing the Closing Date

Depending on your moving plans and situation, you can choose the day that you'd like to close. If you need time to look for new housing, or to move important belongings, we can write an agreement that will give you the time you need to get things in order. When you work with agents and conventional buyers, you'll be constrained by the buyer's closing demands and schedule. Selling to BostonBD will eliminate those restrictions and allow you to decide what is best for you.



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Tenants and Family

It can sometimes cause unnecessary conflict if the residents or co-owners are not supportive of a sale. If the property you want to sell is occupied by tenants or family, we help in working with all parties to achieve a favorable resolution.

We make things smoother by providing support, guidance, and a home selling experience that does not cause stress.

If you have a lease agreement in place, we can buy the property with the existing tenants. We won't break their lease agreement unfairly. If the tenants either don't have a lease agreement and refuse to move – or have stopped paying rent – we can handle the eviction proceedings after the close of the sale.

What costs do investors cover?

The renovation and rental business is a demanding and costly process. Unlike what you see on TV, investors have significant acquisition costs, taxes, closing costs, appraisal fees, disclosures, repairs, marketing expenses and more that are not typically deducted from the sale price and profit shown. It takes significant financial risk to buy a

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property, put up all the money to repair it, and sell it fast enough to avoid excessive holding costs.

The offer we present factors in all our expenses and leaves enough room to properly compensate our employees.

Proceed Assured

We know it is sometimes difficult to decide whom to turn to when you want to sell your home quickly and efficiently.

Thank you for reaching out to BostonBD to help make your choice easier. We hope that we have addressed some of the concerns you have when it comes to selling to investors and what it means to sell for cash. We stand true to fair values and will guide you to the easiest and most hassle-free home selling experience.

Thank you!

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BostonBD Seller Solutions is a family-owned business based in the City of Boston. We're a diverse and community-conscious investment company that strives to improve our local community by revitalizing homes and rental properties. We buy houses and renovate them to green standards to provide safe and affordable housing to everyone.

Our family started out in the real estate business as real estate appraisers. Our years of experience in Massachusetts, and our commitment to quality and customer service, has helped us gain an understanding of each market within Massachusetts.

When you need to sell your house fast, we can offer you the most streamlined solutions that result in no cost to you and a closing check on your terms.