

3 OPTIONS FOR SELLING YOUR HOUSE

THE PROS AND CONS



So, you want to sell your house but don't want to deal with all the headaches that go with it?

We get it. You're not the only one!

With so many houses on the market, buyers have the pick of the lot, which means sellers like you might be waiting up to 12 months to sell a property.

Even with that wait, there is no guarantee that you'll get the price you deserve.

Selling your home doesn't need to be this stressful. Let's look at the three most popular options for selling a house so that you can choose the best path for you.

WHAT ARE THE THREE OPTIONS?



Work with a real estate agent
(expensive)



Sell it yourself (*stressful*)



Sell to an investment company
(*promising*)

Let's take a deeper look at each option.



1 WORK WITH A REAL ESTATE AGENT



This is by far the most traditional and commonly used approach. But that doesn't mean it's the best one.

PROS OF WORKING WITH A REAL ESTATE AGENT INCLUDE:

- They know the market
- They have access to an abundance of buyers
- They're invested in your sale
- They'll do a lot of the work

CONS OF WORKING WITH A REAL ESTATE AGENT INCLUDE:

- It's expensive
- It reduces your profits
- You don't have as much say in the process
- Lengthy process (generally up to 6 months)

HOW MUCH DOES A REAL ESTATE AGENT COST?

Selling agent fees are about 3% of the total purchase price. The buyer's agent usually earns 3%, leaving a total of 6% cost in agent fees.

WHAT DOES THIS MEAN IN REAL TERMS?

Let's say you sell your house for \$300,000.

6% of that is \$18,000, which covers only the expenses you need to pay your agents. There are additional fees and obligations on top.

The profits of your house can start to reduce really quickly when you start to calculate the expenses of this route. However, it's a passive way to sell your home without too much input from you, which is a nice bonus.





2 **SELL IT YOURSELF (FSBO)**

When considering this option, ask yourself, do you have any experience in making a sale of this scale? If not, you might be in for a wild ride. However, with this option, you can keep more of the profits.

PROS OF FSBO INCLUDE:

- You keep all profits
- You can dictate the process
- You can decide on the buyer
- You can fast-track your success

CONS OF FSBO INCLUDE:

- You need to take care of all the marketing
- You need to find interested buyers
- You need to show them around
- You need to do all the work
- You need to navigate paperwork
- You will need to dedicate a lot of time to learning and navigating the process

While the profits are much higher when you sell it yourself, you need to determine if the additional time is worth the extra cash.

Think of it this way, when you sell a property yourself, you could still be looking at a timeline of 6 to 12 months. When you're working around the clock to prepare and sell your house, will these profits be worth it?





3 SELL TO A REAL ESTATE INVESTOR

So, what happens if you sell directly to a real estate investor rather than dealing with the public?

The most significant advantage of this option is time. Most real estate investment transactions can happen in as little as 7 to 30 days. So, what's the catch?

Let's take a look.

PROS OF SELLING TO AN INVESTOR INCLUDE:

- A quick process
- No fees to agents
- Sell your property "as-is"
- They cover the closing costs

CONS OF SELLING TO AN INVESTOR INCLUDE:

- You may need to sell at a slightly reduced price

The big question is whether you want to go through the time, energy and costs it takes to sell your home traditionally or would you prefer to speed up the process, earn quick cash and close the deal?

THERE IS 'NO ONE SIZE FITS ALL' WHEN IT COMES TO SELLING A PROPERTY.

However, options are available beyond the standard method, and they're just as important to explore when you're dabbling with the idea of selling up.

Looking to sell your house as fast as possible?

We can help! We give sellers cash offers they can't refuse.

Find out how much we'd pay for your house by clicking the button below:

GET A PROPERTY QUOTE



THERE ARE NO STRINGS ATTACHED, JUST AN HONEST VALUATION BASED ON WHAT YOUR PROPERTY IS WORTH.

You are three steps away from selling your home...

1. Fill out the form
2. Get a FAIR cash offer
3. Accept the offer and close the deal

Are you ready to take the next steps?

GET IN CONTACT TODAY

