

Lease Purchase / Lease Option

Q: Why should I consider lease purchase?

A: There are several advantages for you to consider:

- 1) Top sales price for your property (no haggling).
- 2) Stops the money hemorrhage of mortgage payments.
- 3) All maintenance is delegated to us the tenant buyer. This eliminates 2 AM phone calls. That means someone is living on-site to watch your property guard against vandalism, fire danger, etc. That's like having a security guard living in your house who pays you - rather than you having to pay them!
- 4) You remain on the deed - it's still your property until the option is exercised.
- 5) You continue to enjoy all the tax advantages (check with your tax advisor on this).
- 6) It puts a new occupant (tenant buyer) into the property in days or weeks, rather than having to wait 4 – 6 months, which is typical with conventional financing.
- 7) It saves you a lot of money by not having to advertise the property.
- 8) There are no fees to pay (especially the six to seven percent Realtor commissions).
- 9) It helps you to qualify for new financing on your next home.
- 10) We don't care what kind of mortgage you have (assumable, non-assumable etc.).
- 11) Your insurance could be canceled if your home sits vacant for more than 30 days.

Q: What is lease purchase?

A: A lease purchase is essentially a rental agreement combined with a purchase contract with pre-negotiated terms. The buyer leases the property for a specified period of time and then purchases the property before the end of the lease agreement. Sales price, length of rental, any credits, and escrow instructions are predetermined by you. The buyer would retain the right to sublease to a tenant buyer, giving them the right to purchase from you. This is commonly referred to as a "sandwich lease."

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Q: What if the tenant tears up my house?

A: There's no way I can guarantee you a tenant won't damage your house since you or I won't be living with them. But under the agreement I have with you, if that happened, we would repair it at **our** expense. My objective is to find a buyer who will eventually qualify for a loan, not a tenant. Damages are rarely a problem. Again, if it does happen, we'll fix it, and I put that in writing.

Q: When will you sell my house?

A: I can't give you an exact date. It will be up to the tenant buyer to make that decision within the time frame they have. I can tell you I get paid when they buy, so obviously I'll be pushing them to do so...quickly! In the meantime, your payments will be made, which relieves you of the financial burden while we're selling.

Q: How do I know I can trust you?

A : We are part of a Real Estate Investment Group that has been buying, selling, and leasing homes in the Greater Boston area for over 11 years. Our group and affiliates have bought, sold and leased literally hundreds of homes. Our company is a member of the Better Business Bureau, and though we just recently joined the bureau, we have never had a single complaint against us from any buyer or seller, in our 11-year history of doing business with the public!

Q: How do I know you'll make my mortgage payments?

A: I can pay you directly and let you forward it to the mortgage company yourself. Or, we can set up a third party escrow company to collect from me and pay it to you. You can also choose for me to pay your lender directly. If I don't pay, the lender would immediately notify you. You're always aware of the situation, whichever method you choose.

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Q: Why don't I just list with a Realtor?

A: That's certainly an option, but obviously a Realtor won't make your payment for you while they're attempting to sell your house. I'm willing to make your payment, sell your house and maintain it, all the while. I'll give it my personal attention, and you can literally forget about it until the closing agent sends you a check along with a closing package to sign for the sale.