

Seller Information Packet



Building Up a Good Community, One Property At A Time!

About Me

I am a long-time resident of Lehigh County and have been buying houses and apartments here for over 5 years now. After having spent 15 years in the Logistics & Supply Chain industry I traded in my business suites and frequent flyer miles for something closer to my heart, real estate. I can remember as a small child wanting to know how someone could own such a big apartment building such as the one I grew up in or why the house down the street that the nice older lady once lived in sat vacant falling apart for so many years before being sold.

I have a lot of passion for I do, and it's really all about helping people find the right option to their situation. It is a passion that allows me to present every seller with multiple, no pressure, no sales tactics style options in selling. That is something that those other "we buy houses" people do not do, provide multiple no pressure options.

Not every situation is ideal for a cash offer. For example, some properties can and should be sold at market value in an as is condition which can bring the seller the most amount of money. One thing I strive for is full transparency with my sellers, providing multiple options and allowing them to pick the options that is best for them and their families situation is what I strive for with each seller! Again, my passion comes from helping sellers by providing options that lead to a solution.

I've bought apartments, damaged houses, perfect houses, cluttered houses, mobile homes, even a camper once. I strive to help each seller find a solution to their needs. Whether or not that is through any of the options I can provide or even if that is by me simply helping a seller navigate the waters by providing simple advice or a referral to contractor, lawyer, agent, etc. The goal is to help in any way possible. That's just my passion. Sure, I acquire houses along the way but I learned very early on it is about way way more than buying houses. It's about keeping a good community and doing good by it.

Thus, my company name, Good Community Properties.

Thanks for visiting!

If you think I may be able to help you with some options or advice, reach out to me today.



Good Community Properties

Pawl Good – Owner

610-624-2612

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Let's Talk Options Shall We?

❖ Market Value

I always give a seller the market value of their home. Even if the home needs fixing up or cleaning out, sometimes the home can still sell "as-is" on the market and still net you more than a cash offer would. Yes, even if you must pay a commission! When a home is listed on the market the buyers will typically want to get a home inspection and will want the home cleaned out. You do not have to fix things that come up on a home inspection and this can be made clear when the home is listed for sale. For example, by notating: The home is to be sold as is and the seller will make no repairs. Now, if you have time to clean out the property and time to wait for a buyer to get their mortgage and assuming the home is in financeable condition then listing it on the market might be the way to go. I am happy to give you the market value as an option and let you know if I feel the home will sell on the market.

❖ Cash Offer

A cash offer from me is the quickest way to sell and the easiest way to sell. With a cash offer, I take care of everything and I mean everything. I will clean up the home, help you move things out of the home, I will fix up the home and the best part is I don't do any inspections and you won't pay any commissions. I can settle in as little as 1 to 2 weeks if needed or since I am not pushy and am in no rush you can have me buy it when you are ready to sell it. A cash offer will typically come in below market value, however, it is the fastest and easiest way to sell as you do not have to wait on a bank for an extended period of time while a buyer gets a mortgage, an appraisal, performs inspections, and Etc.



Let's Talk Options Shall We?

❖ Monthly Income

The monthly income option is a great way to sell for home owners that have a house that is not in need of a lot of repairs, is paid off, and they still want to make some money on the property. In this case, monthly payments are made to the seller over a period of time to purchase the home. If a seller has no need for one large lump sum of money for the home, it's a great way to make cash flow from a home without being responsible for repairs, or tenant's or the everyday maintenance of the home.

❖ Perfect Tenant Program

Our perfect tenant program is great for homeowners that may owe too much on a property to sell it but who's monthly mortgage payment is Affordable enough that the home could be rented. Why do we call it our perfect tenant program? Because my company becomes the perfect tenant. I rent the property from you and then I sublease it to a tenant. I have years of experience screening tenant and maintaining properties and everything is done professionally via my company. You are renting to me. So your rent is not coming from a tenant that may experience job loss or paying late. It comes from my company every month on time. You don't take any tenant phone calls. You keep the equity in your home that comes from having a tenant live there and pay down your mortgage. I keep the cash flow in between your mortgage payment and the rent payment from the tenant. It's a great way to pay down your house to sell at a future date.



Testimonials

❖ Pawl sent me a letter about his interest in buying my house. So I called him and from there he was pretty cool to work with. The house is 40 minutes away from where I live and I just had let it go ya know. It needed lots of work. He was very polite and gave me a couple of options, he suggested we put it on the market for more money, but I just wanted rid of it. So I think a little over two weeks after I called him he bought it. The whole process was much easier than I figured it would be. I mean he seemed to genuinely care about helping out. I got what I wanted, rid of it ha. Even his offer was pretty fair for the amount of work I think it needed. He even brought to me some of my dads old photography photos he found in the attic, the cool part, he must have gotten them reframed real nice and gave to me at closing. Now that was cool. Thanks Pawl, man I really appreciate everything you did for me. The picture frames, that was a gesture ill never forget. – Mike Morisay Effort PA

❖ So Paul kept sending us letters wanting to buy one of my rental properties. My wife who is in marketing herself would say that he was just pleasantly persistent. Well it worked, we decided to sell a couple of our properties to pay off our own mortgage to she called him. He was very laid back, we didn't feel pushed or like he was trying to steel them. He was just really informative and helpful. So we sold him one, he even kept the tenant in place while he fixed up the place a bit. Well that whole process went so well he bought two more from us. Now the one was in bad shape and as I understand it he even drove that tenant around and helped her find a new apartment. I don't think most people would have done that. It was a pleasure working with him. So my mortgage is paid off and we bought a new shed for our house. Heck that was 6 months ago. Cheers. – Frank Puliso Whitehall PA

❖ I had been trying to sell my house for months. Pawl and I worked out a deal where he rented it from me and then he put a tenant in there and he manages everything. Its great, my mortgage is paid, I make a little money and in a few more years when the mortgage is paid down a bight more maybe Ill think about selling it. But for now pawl took all of the hassle out of it for us. Its great. Thanks Pawl. – Nikki Troup Fountain Hill PA



Sample Contract

OFFER TO PURCHASE REAL ESTATE

BE IT KNOWN, the undersigned, **Good Community Properties, LLC** and/or Assigns (Buyer), offers to purchase from, _____, real estate known as, _____ City of _____, County of _____, State of **PA**, said property more particularly described as Tax ID: _____

The purchase price offered is	\$ _____ CASH
Deposit herewith paid To be placed in escrow	\$ _____
Balance at closing	\$ _____
Total purchase price	\$ _____ CASH

This offer is conditional upon the following terms:

1. Said property is to be sold free and clear of all encumbrances, by good and marketable title, with full possession to said property available to Buyer at date of closing.
2. The closing shall occur on or before _____ **2018** at the closing agent office of _____.
3. Subject to Inspection and approval of contractors bids by Buyer to be completed in writing, within **16** business days of acceptance of contract by all parties. If contractor bids are not approved by Buyer in the time provided, Buyer will notify seller at which time all deposit monies paid on account will be promptly returned to Buyer.
4. Buyer and Seller to pay Normal Closing Costs.
5. **PRORATIONS:** ALL Property taxes, rentals, association or condominium fees, Primary Mortgage Insurance, hazard insurance and interest on loans will be prorated as of the date of closing. Any delinquent property taxes will be paid by Seller at closing.
6. **CONDITION OF PROPERTY:** Buyer accepts property in it's present "as is" condition. Seller understands that there will be no home inspection performed, no appraisals, and no repairs requested to be done by Seller. Seller understands that anything fixed to the property (curtain rods, radiator covers, appliances, etc) must stay with the property.
7. Seller understands that Buyer may market, list, negotiate, and resell the property to a third party via assignment of contract within this contract period.

8. ASSIGNMENT OF CONTRACT: Buyer may assign this contract, without restriction. In the event assigned, all rights, interests, suits, claims and titles in this contract will be assigned with assignor released from all liability. Buyer can at his or her discretion list the property with a licensed agent for the purpose of contract assignment during the contract period.

9. Seller to provide Buyer with access to property upon acceptance.

10. DEFAULT: If Buyer defaults on the agreement, all deposits will be retained by the Seller as full settlement of any claim whereupon both parties will be relieved of all obligations under this agreement. If Seller defaults, the Buyer may seek specific performance or elect to receive the return of the Buyer's earnest money without thereby waiving any action for damages resulting from Seller's breach.

11. Buyer understands that property is being sold for below market value.

12. Other terms:

Seller **Seller** **Buyer**

Date **Date** **Date**

Seller Address, Ph #, & Email

Buyer Address, Ph #, & Email

Good Community Properties, LLC
PO BOX 91 Whitehall, PA 18052
610-624-2612
Pawl Good
Pawl@GCP-PA.com

Offer Calculation:

To come up with an offer on a seller home, we start with the market value and then subtract out costs from that. Below is an example of costs:

Market Value

- Title Insurance
- Transfer Tax to Buy
- Deep Prep Fees To Buy
- Title Closing Fees
- Repair Costs
- Profit We Desire To make
- Holding Costs (Taxes, Lawn Care, Heat, Eclectic, Water/ Sewer)
- Insurance Costs
- Seller Assistance
- Transfer Tax To Sell
- Commission To Sell
- Title Closing Fees
- Interest On Private Money (Lender Who Funds The Project)

Offer Price

