



# Grateful Nuts

## H O M E S

Thinking of selling your house or rental property? You do have options!

You can sell it directly to a real estate investor, or you can meet with a real estate broker and have him or her work on selling it for you, or you can do it yourself by placing an advertisement on Zillow.

In the chart below we help you examine the pros and cons of each method without stating whether the situation is a pro or con. Why don't we tell you if the situation is a pro or con? - Good question. I'll answer that. It's because the situation may be good for some sellers and the exact same situation can be bad for another seller. It really depends on what you need, and what's best for you.

**When do you want to close?**

**People going through your house**

**Inspections**

**Appraisal**

### Sell to an Investor

Sell on the exact date you want.

Just one time—the ultimate buyer, your investor.

The Investor will normally do a once through, or sometimes his/her contractor comes too.

None

### List with a Realtor

Final sale date is way in the future with unknown closing date

Potential buyers who were vetted by the real estate agent. The parade can be long.

Inspections can include structural inspection, electrical inspection, plumbing inspection, dry-rot inspection, insect inspection, roof inspection, mold inspection, and asbestos inspection are the most common inspections.

The bank or mortgage brokerage will call for an appraisal, which is one of the items that slows down the sales process for such a long time.

### Sell on Zillow

Depends on who your ultimate buyer is.

Anybody and everybody! They even show-up without a phone call!

Who know what inspections the potential buyer will want? It depends on the buyer.

Does your buyer have cash? Make sure the buyer proves they have the cash, otherwise see the comments about the bank or mortgage company calling for an appraisal



Selling some real estate? Here's a comparison of different ways to sell it. We are real estate investors, and want you to know why so many people sell to a real estate investor.

**Sales Price**

**Taking pictures of your home**

**Closing Costs**

**Your Costs to Sell**

**Sell to an Investor**

The Investor will sometimes give you three prices to choose from. This is because the investor has done all the calculations of the value of the house.

The Investor will take a few pictures of the property. This is so the Investor can remember as much as possible about the way it is now. You shouldn't clean anything!

The Investor usually pays for most of the closing costs. There are no commissions paid. The investor pays for the title work and insurance. The Seller pays very little.

Half of Title Insurance, as per Oregon Law.

**List with a Realtor**

The Realtor will recommend a listing price, which should not be confused with the selling price, because rarely are the two the same price.

The Realtor will hire a photographer to take the best dog-gone pictures they can. The Realtor will have a staff member load these onto the RMLS.

You will pay most of the closing costs, plus commissions! Average commissions are 6% of the sale price.

You will most likely pay the following:

Inspection Cost (Avg. \$500 per inspection.)

Appraisal Fee (averages \$1400 in Oregon today.)

Commissions to Realtors: 6% of total sale price

Title Search Fee & Escrow Fee (or attorney)

Half of Title Insurance

Fee if you cancel the agent contract. (Fire the agent)

**Sell on Zillow**

You will set your listing price on Zillow. You can lower your price if you are not getting any real offers.

You will take your own pictures and load them up on Zillow.

You will pay most of the closing costs. It is possible that your buyer will have a realtor, and therefore you'd likely pay 3% in closing costs.

You will most likely pay the following:

Inspection Costs

Appraisal Fee

Commission to one realtor—3% of total sale price.

Title Search Fee & Escrow Fee (or attorney)

Half of Title Insurance



In Summary:

An investor is motivated to pay the costs of the closing, because these costs can be written off of their taxes. A home buyer will not want to pay the seller’s closing costs, because it’s pure expense for the average person.

Investopedia says this about closing costs for the seller in Oregon:

**Seller’s Closing Costs**

In Oregon, the seller is required to pay half of the escrow fees. The seller also pays for the sales commission, pest inspection, if required, property taxes owed and a home warranty, if applicable. In addition, the seller must purchase title insurance on the buyer.

**What is important to you?**

Check the boxes below to see where you stand.

|                            | <i>Investor</i>                             |                          | <i>Realtor</i>                               |                          | <i>Zillow</i>                              |                          |
|----------------------------|---|--------------------------|--|--------------------------|--|--------------------------|
| <b>Closing Date</b>        | The sooner the better!                      | <input type="checkbox"/> | Kind of important                            | <input type="checkbox"/> | Take as long as you can                    | <input type="checkbox"/> |
| <b>People in your home</b> | Don’t want people on my property            | <input type="checkbox"/> | It’s okay if they are vetted                 | <input type="checkbox"/> | I don’t mind people at all                 | <input type="checkbox"/> |
| <b>Inspections</b>         | I don’t want inspections.                   | <input type="checkbox"/> | Bring on the inspections!                    | <input type="checkbox"/> | Inspections are okay                       | <input type="checkbox"/> |
| <b>Appraisal</b>           | I don’t want a lender to appraise my house! | <input type="checkbox"/> | Take time and let a lender appraise my house | <input type="checkbox"/> | Take time and let lender appraise my house | <input type="checkbox"/> |
| <b>Sales Price</b>         | Price is relevant                           | <input type="checkbox"/> | Price is the most important                  | <input type="checkbox"/> | I’m confident I can price it right         | <input type="checkbox"/> |
| <b>Pictures</b>            | I’m not into the pictures                   | <input type="checkbox"/> | Bring the photographer!                      | <input type="checkbox"/> | I’ll do my own photos                      | <input type="checkbox"/> |
| <b>Costs to sell</b>       | I don’t want to pay the closing costs       | <input type="checkbox"/> | No big deal.                                 | <input type="checkbox"/> | Not a fan, but okay.                       | <input type="checkbox"/> |