

What I Wish I Knew Before I Sold My House For Cash

The Secret Truth Behind

“WE BUY HOUSES”

By: Josh Swanson

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INTRODUCTION

Hello everyone. Welcome to The Secret Truth Behind We Buy Houses. The purpose of this book is to expose the good, the bad, and the ugly behind the companies that offer to buy your home for quick cash. You see their advertisements on the telephone poles, on the internet, and with postcards and letters sent directly to your mailbox.

The good news is that a lot of these companies are legitimate and becoming a popular way for people to dispose of properties they no longer need without having to put in the work to fix them up, evict the tenants, and commission a Realtor. Most "WE BUY HOUSES" companies will take the property with the renters in place, even if they are no longer currently paying their rent. This is obviously an advantage for those wanting to unload the property fast and not worry about those headaches if they apply.



We will also explain thoroughly, the different offers you can expect from these companies and how they differ from what you would receive if you commissioned a Realtor and why sometimes that is still your best option.

We will also dive deep into the differences between legitimate companies and scammers and how to easily spot the difference.

WHY DID I RECEIVE A POSTCARD IN THE MAIL

While many people reach out themselves to WE BUY HOUSES companies through the internet or signs on the side of the road, most people come into contact initially with these companies through repeated postcards and letters in the mail.

Some of these postcards and letters are professionally written, while others may be handwritten or very aggressive such as the THIRD AND FINAL NOTICE postcard a lot of the companies are sending out. Whichever style you are receiving, please keep in mind that they are just different forms of marketing, trying desperately for you to call them and start a conversation. Most often, a THIRD AND FINAL NOTICE postcard will get your attention more often than a softly written postcard and because of this, it has become the postcard of choice for a lot of investors-even most of the good, honest guys.

As far as the reason you received the postcard, it could easily be for a good reason, just as well as a bad reason. Tens of thousands of postcards are mailed, every year, to people across the US who statistically would be a likely candidate to sell their home. These different reasons include

1. You own a vacant house
2. You own a home without a mortgage (Free and Clear)
3. You have recently inherited a home (Probate)
4. You are behind in property taxes
5. You are about to lose your home to county auction (Foreclosure)
6. Your home looks in need of serious repair and somebody drove by and noticed.

If your home falls into any of these categories, good or bad-This is why you are receiving WE BUY HOUSES postcards in the mail.



A PRETTY SAFE BET IN THE INDUSTRY OF WE BUY HOUSES IS TO CALL THE MORE PROFESSIONAL LOOKING MARKETING FIRST.

THE SIGNS THAT WERE PRINTED BY A PROFESSIONAL SIGN COMPANY WERE MOST LIKELY PUT OUT BY A PROFESSIONAL PERSON WHO TAKES THE BUSINESS SERIOUSLY.

NOT NECESSARILY A "GOOD GUY", BUT SOMEONE WHO HAS BEEN IN THE BUSINESS FOR LONG ENOUGH TO UNDERSTAND IT AND SOMEONE WHO WILL NOT BE A COMPLETE WASTE OF YOUR TIME.

Is WE BUY HOUSES a Scam?

The short answer is no. The truth of the matter is these companies do buy houses everyday. Just like all things that are profitable however, there are companies that move in and try to take advantage.

Millions of dollars are spent every year in training courses to learn the trade of buying and selling properties and while most of that training is on the up and up, there are a few things that are taught to people that you need to watch out for, which we will discuss further in Chapter 5, the most important chapter of this book. Don't skip ahead though, you need to learn a couple more things before it will all come together and make sense.

THE GOOD GUYS

This business was started by people with every intention to purchase your property. They have cash in their bank account or a private lender who will loan them the money, they will come and take a look at your house and make you an offer that they will actually close on in the specified amount of time, as long as there are no surprise issues with the title uncovered during the title search.

They should be able to provide written information proving they do have the cash or private finance to purchase your home for the agreed upon price (Proof of Funds).

They will be able to have an intelligent discussion about the other comparable homes that have recently sold in your neighborhood, and many of them will actually be licensed Real Estate Agents (Make sure to ask for their license number. They have a higher obligation to the public and if they lie or cheat you, you can immediately report them to the Department of Business and Professional Regulations in which case there are much harsher circumstances than just dealing with the Better Business Bureau.

Another good sign of someone being legitimate is they might give you multiple options for your house such as a discounted “all cash” closing in just a few days, or an offer where they give you full price but pay you in installments over a few years instead of all at once.

THE GOOD GUYS (cont'd)

Depending on the size of their business, most good guys have information about their companies online that you can look up. Similar to the example of the professionally printed signs, people who take this business seriously and want their business known. You will be able to “Google” them and find their website, their company information will be on Sunbiz.Org and it will show them as an active company.

If the company is big enough, there should also be some online reviews or customer testimonials.

Good guys will have experience and you should feel comfortable with them as they tour your home and they should answer your questions as well as ask you specific questions about your home.



THE BAD GUYS

The bad guys in this industry are easier to spot than the good guys. If it doesn't seem right for any reason when dealing with a WE BUY HOUSES company, it probably isn't.

The intent of the bad guys is to potentially rip you off in some way with extra fees, or in some cases tie up your property for months on end while the supposed buyer is really out looking for someone to try to flip the property to instead of buying it himself.

While good guys will point out the damage and repair costs during your appointment and house tour in order to explain a discount needed in their offer price, the bad guys will use every area that isn't perfect in the house to embarrass you and make you feel pain, in an attempt to shame you into signing a contract with them on the spot because your house needs repair.

They will almost always have some weird contract, not the standard ones that Realtors use, that will also have confusing terms in them. Make sure before you sign anything that you can understand what you are signing, or are using a standard AS-IS contract that licensed Real Estate professionals use to conduct business with. If you have any questions about the contract you are being asked to sign, STOP, tell them you want to have it looked over by your attorney or a licensed Realtor. Our company of licensed Realtors would be happy to review your contract before you sign to make sure there are no pitfalls or hidden terms. Please feel free to call (407) 871- 3440 or submit your info on our site Fairquickoffer.com and you will have the info you need within a couple of hours.

How to tell the Difference

If you decide you want to go the route of selling your house directly to a WE BUY HOUSES type investment company, here are the main things you need to consider in order to make sure you are doing business with a good guy verses a bad guy

1. **PROOF OF FUNDS-** Ask the buyer to provide “proof of funds” showing they actually have the money necessary to buy your house. This question is normal in the Real Estate business and expected to be asked. Anyone not willing to provide this is most likely one of the bad guys.
2. **CONTRACTS-** Are the contracts stamped with approval by the local Realtor Association. If not, are they simple enough to read that there are no questions that can’t be easily clarified by the buyer. (Remember you can always get a free contract review at FairQuickOffer.Com)
3. **LETTER OF INTENT-** Many honest buyers will provide a letter of intent with a couple of different options, including payment plans. Offering multiple options to purchase your property is another great way experienced professional distinguish themselves from amateur con artists
4. **PROOF OF EXPERIENCE-** One of the easiest ways to make sure you are dealing with someone who will actually buy your house is asking a question or two about how many houses they have purchased last year or to ask for the address of one of their recent purchases. If that makes them uncomfortable,

How to tell the Difference (cont'd)

4. (cont'd) they probably aren't actually buying any houses and just have stories of people they have abused and scammed in the past.
5. REAL ESTATE LICENSE-While most home buying companies are not licensed Real Estate agents, if you use a company and sign a contract with a licensed agent, there is peace of mind to be had as Real Estate Agents are held to a higher standard as far as duties to act fairly in all transactions.
6. INSPECTION PERIODS-It is very important to note that the way Real Estate is traditionally done is the buyer and seller agree to a price based on what they both know about the property, then a qualified inspector will come, paid for by the buyer, in the next few days and inspect the property more thoroughly for hidden problems to ensure the price is fair to both parties. **BEFORE SIGNING ANY CONTRACTS, BE SURE TO ASK IF THERE IS AN INSPECTION PERIOD, AND HOW LONG IT WILL BE.** Depending on the house, it could be anywhere from zero days to 15 days, but make sure there is a definite end date and you know what it is, before signing anything. (If the house needs a lot of other repairs that wasn't visible on the initial walk through, the price of the home may need to be renegotiated or the transaction may be cancelled if a renegotiated price is not able to be reached by buyer and seller.

Checklist For Seller

To summarize the last chapter, make sure you know the following information before signing any documents.

1. Proof of funds
2. Clear, easy to read contract, or standard Realtor contract
3. Name of the title company that will be handling the closing including phone number, email address, and contact info for the agent who will be handling your closing.
4. Date of closing
5. Length of inspection period (do not pack your things before the inspection period is over, contracts can fall apart during this period if there are unexpected repairs.)
6. Due diligence of the company (Google the name of the company and the agent you meet that presents the offer prior to signing)
7. Due diligence of your house and comparable neighborhood sales. Have an idea of your minimum offer. Most companies will try to start there and give you the price you want if they are able to.

Who Pays The Most

The final topic we need to discuss is the price and how to get the most for your house.

1. Many established WE BUY HOUSES companies such as FAIRQUICKOFFER.COM offer options to purchase your home on terms. They will pay you a downpayment, then interest only payments for a number of years (always negotiable) and then give you the rest of the money in a balloon payment. This option will get you more money the longer you go with it and will almost always beat any option by thousands and thousands of dollars (The highest price for your home if you don't need your money all at once)
2. Your second highest option in the current market is usually commissioning a Realtor, fixing and cleaning the property as good as possible and then listing on the MLS. After the marketing and offer period, plus the time in escrow needed to process the mortgage application for the buyer, you will get your money in about 45-90 days, depending on the house (The second highest price if you aren't in a hurry)
3. Finally, if you do not want to fix up the property yourself, have problem tenants, are facing an auction or foreclosure, or need your cash fast for any number of reasons, A legitimate WE BUY HOUSES company such as FairQuickOffer.Com can get you your money in about a week. (Convenient cash to you as quickly as the title company can draw up the papers if you're willing to offer a small discount in price for convenience)

ABOUT THE AUTHOR

Joshua Swanson has been an active Real Estate investor in the Orlando Florida market and the surrounding areas for the last 7 years. Former Airline Pilot, now full time Real Estate investor, Joshua has dedicated his life to making a difference and looking out for the little guy. As the WE BUY HOUSES investment companies have grown in numbers, too many of them are being led by liars and thieves and his company, FairQuickOffer.Com has made it their mission to provide the best information to their customers and the greatest amount of protection. Their offers are USUALLY the highest, but they are ALWAYS ones you can count on when you need to.



[If you are currently in a situation where you would either like to sell your house for cash or have an offer you would like evaluated for free by a licensed Real Estate Professional, Please submit your info to our website](#)
[FAIRQUICKOFFER.COM](https://www.fairquickoffer.com)
[or call \(407\) 871-3440 today!](tel:4078713440)