

# To Rehab, Sell, Or Keep Your **Single Family Home?**

Let Us Answer the BIG Question!



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**Cedar  
Hill Property  
Solutions**

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# Foreword

In the world of real estate, the decision to sell your single-family home is often more than just a transaction; it's a journey filled with complexities and emotions. The process can be especially challenging when your home carries the weight of family history, memories, and the dreams of multiple generations.

This eBook is your guide to navigating the intricate landscape of selling a single-family home, focusing on the dynamics of family involvement in the decision-making process. We'll explore essential steps, considerations, and options that will empower you to make informed choices during this significant life transition.

You'll learn how to foster open communication, ensure every voice is heard, and work toward a consensus on handling the sale and allocating the profits. When disagreements arise, this eBook advises seeking guidance from an impartial third party—a valuable resource for maintaining family harmony.

We address the reasons why individuals find themselves in need of assistance with their homes. Whether it's downsizing for retirement, financial challenges, or the wear and tear of being a landlord, this eBook provides insights into the various situations that can lead to the decision to sell.

This eBook lays out the pros and cons for those considering rehabbing their property, helping you determine whether this hands-on approach is the right choice for your unique circumstances.



If you're leaning towards keeping your property, this eBook encourages you to consider your willingness to manage it and shoulder the upkeep and maintenance responsibilities.

We explore the three primary avenues for selling your single-family home: the For Sale By Owner (FSBO) route, working with a Realtor, or selling directly to a Home Investor. Each option is detailed, highlighting the advantages and disadvantages of each path to help you make an informed choice.

Lastly, this eBook introduces you to Cedar Hill Property Solutions owners and the driving force behind this eBook. We'll also discuss how Cedar Hill Property Solutions can provide invaluable assistance throughout your home-selling journey, including our core values, approach to working with sellers, and how to talk with us about your property

Selling a single-family home is more than just a financial transaction; it's a transition that can profoundly impact your family, future, and well-being. By following the guidance provided in this eBook, you'll be better prepared to navigate the complexities of this process, ensuring that your decisions are well-informed and aligned with your goals.

Let this eBook be your trusted companion as you embark on your journey to sell your single-family home, and may it provide you with the knowledge and insight needed to make this transition as smooth and rewarding as possible.



# How to Negotiate with Your Family When Selling a Single-Family Home

## Talk About What Each Family Member Wants to Achieve from the Sale

The first step in the negotiation process is to open up a dialogue and have an honest conversation about what each family member hopes to achieve from selling the single-family home. Take the time to understand everyone's motivations, whether financial security, a fresh start, or simply moving on to a new chapter in life. This step sets the foundation for a transparent and empathetic negotiation process. This is especially important when you are dealing with an estate, probate or inherited property. Or even perhaps when family needs to place parents or loved ones into care or retirement living.



## **Make Sure All Voices Are Heard and Each Person Has a Chance to Share Their Views**

In any negotiation, communication is key. Ensure that every family member has the opportunity to express their thoughts, concerns, and desires regarding the sale. Create a safe and open space for these discussions, encouraging everyone to share their viewpoints without judgment. Remember that each family member's perspective is valid, and listening attentively can help build trust and understanding among the parties involved.

## **Come to a Consensus on How to Handle the Sale and Allocate the Profits**

After everyone has had the chance to voice their opinions and desires, work together to reach a consensus on handling the single-family home sale and allocating the profits. It may involve discussing factors such as the selling price, the timeline for the sale, and how the proceeds will be divided among family members. Plus other factors like moving parents, downsizing the contents of the home or solutions around tenants. Finding common ground is essential to prevent conflicts down the road.

## **If There's a Disagreement, Get Advice from an Impartial Third Party**

Despite your best efforts, disagreements may still arise within the family about the desired outcome of the property. In such cases, seeking advice from an impartial third party, such as a mediator, real estate professional, or financial advisor, can be beneficial. These neutral experts can offer objective insights, facilitate discussions, and help find fair and reasonable solutions for all parties involved. Their guidance can be invaluable in resolving disputes and moving the sale process forward.







# The Reasons Why People Need Help with Their Homes

## Older Family Needing to Downsize or Move to Retirement/Assisted Living

As people age, their housing needs often change. Older individuals or families may find themselves in homes that have become too large, too expensive to maintain, or simply no longer suitable for their needs. In such cases, downsizing or transitioning to retirement or assisted living communities can be a practical and beneficial solution, requiring assistance selling their current property.

## Upside-Down Mortgage to Loan Valuation

Economic fluctuations and market dynamics can sometimes lead to situations where the outstanding mortgage on a property exceeds its current market value. It is commonly referred to as being “upside-down” on a mortgage. When homeowners find themselves in this predicament, they may seek help to navigate options such as short sales or loan modifications to alleviate their financial burden.





## **Behind on Taxes and Have Liens**

Financial hardships, unexpected expenses, not maintaining HOA or city upkeep standards, or simply falling behind on property taxes can result in liens being placed on a home. Liens can complicate the sale of a property and may require assistance in resolving outstanding tax issues, negotiating with tax authorities, and ensuring a clean title before selling the home.

## **Tired Landlords with Tenants Have Trashed the Place**

Investing in rental properties can be financially rewarding but also challenging if the tenants don't care for the property as their own. Landlords who have experienced difficulties with problematic tenants or extensive property damage may consider selling to exit the landlord role. It often involves dealing with property repairs, tenant eviction processes, and legal matters, all requiring assistance to ensure a successful sale.



# Considering Rehabbing Yourself – The Pros and Cons



## Pros: Small Rehab and Costs, Turn It from Non-Performing into Performing Asset

**Small Rehab and Costs:** If the property requires only minor repairs and updates, taking on the rehabilitation yourself can be a cost-effective solution. Small-scale renovations, such as fresh paint, replacing worn flooring, minor repairs, or landscaping improvements, can enhance the property's appeal without breaking the bank.

**Turn It from a Non-Performing into a Performing Asset:** Rehabbing a property can transform it from a non-performing asset (one that isn't generating income or has diminished value) into a performing asset. By improving the property's condition, you can attract better tenants or buyers, potentially increasing its market value.



## Cons: Large And Full Rehab – Costs and Time! What If You Still Can't Get a Good Tenant or Buyer?



**Large and Full Rehab – Costs and Time:** The decision to tackle a large-scale or full-scale rehabilitation can be a significant commitment. Extensive renovations can be costly and time-consuming, such as kitchen and bathroom overhauls, structural repairs, or major upgrades. Before embarking on such a project, assessing whether the potential return on investment justifies the expenses and effort is crucial. Also keep in mind the time and stress associated with a rehab. Once a rehab starts, it is typical that more problems are uncovered that you were perhaps not aware of. This can not only dramatically increase your budget needed, but the time and expertise needed to fix it.

**What If You Still Can't Get a Good Tenant or Buyer?:** Even with extensive renovations, there's no guarantee that you'll attract a good tenant or buyer. Market conditions, location, and other factors can influence the property's desirability. You may face financial challenges and extended holding costs if you invest heavily in rehabbing the property and still struggle to find a suitable tenant or buyer. Sometimes, it may be best to sell the property as-is and let an expert fix it up, saving you the hassle, financial pressure and stress.



# If You Want to Keep The Property, Consider These Things



## Do You Want to Manage It Yourself?

### Pros of Self-Management:

- ✓ **Control:** Managing the property gives you direct control over all aspects, from tenant selection to maintenance.
- ✓ **Cost Savings:** You can save on property management fees by personally handling repairs, rent collection, and lease agreements.
- ✓ **Personal Involvement:** Some property owners enjoy the hands-on experience of being a landlord and building relationships with their tenants.



## Cons of Self-Management:

- ✘ **Time Commitment:** Property management can be time-consuming, especially if you have multiple properties or a demanding full-time job.
- ✘ **Stress:** Dealing with tenant issues, maintenance emergencies, and administrative tasks can be stressful, especially for those new to the role.
- ✘ **Legal Knowledge:** Landlord-tenant laws and regulations can be complex. Staying informed and compliant is essential to avoid legal issues.

## Are You Prepared for Upkeep and Maintenance?

### Pros of Upkeep and Maintenance:

- ✔ **Property Value:** Regular maintenance can preserve and even increase the value of your property over time.
- ✔ **Tenant Satisfaction:** A well-maintained property is more likely to attract and retain quality tenants who pay rent on time and take care of the premises.
- ✔ **Prevention:** Timely maintenance can prevent small issues from turning into costly repairs.





### Cons of Upkeep and Maintenance:

- ✘ **Cost:** Maintaining a property can be expensive, especially if major repairs are needed.
- ✘ **Time:** Regular inspections, repairs, and maintenance require time and attention.
- ✘ **Uncertainty:** Unexpected repairs or emergencies can disrupt your schedule, rental return on investment and financial plans.



# Three Ways to Sell Your Single-Family Home



## For Sale by Owner (FSBO)

### You Need to Manage All Aspects of the Selling Process Independently

Selling your single-family home as an FSBO means assuming full responsibility for every facet of the selling process. From accurately pricing your property and marketing it effectively to conducting showings, negotiations, and managing all legal aspects, FSBO sellers must be prepared to handle every detail independently.

While this approach offers unparalleled control and potential cost savings, it also demands significant time, effort, and expertise to achieve a successful sale.

### You Need to Cover Advertising Expenses to Draw in Prospective Buyers

When choosing the “For Sale by Owner” (FSBO) route, one crucial responsibility is financing the advertising efforts to attract prospective buyers. You must allocate funds to create engaging property listings, take appealing photographs, and craft compelling descriptions highlighting your home’s unique features.





Additionally, investing in online property listings, on-property signage, and promotional materials is essential to reach a broad audience of potential buyers. This financial commitment is key to successfully marketing your property and attracting the right interested parties.

### **Prepare to Photograph Your Home, Stage It Effectively, and Display “For Sale” Signs**

As a “For Sale by Owner” (FSBO) seller, you’ll need to undertake the tasks of photographing your home, staging it effectively, and prominently displaying “For Sale” signs for passers by. First impressions matter; high-quality photographs are essential to make your property stand out in online listings. Staging your home to highlight its strengths and create an inviting atmosphere where potential buyers can imagine themselves can greatly influence potential buyers.

Additionally, visible “For Sale” signs on your property can attract local interest. These steps require careful planning and attention to detail to present your home in the best possible light and enhance its market appeal. Plus, make it easy for people to see the sign and call you directly if they are interested. Be prepared to take many calls and field all types in inquiries!

### **You Need to Work with a Title Company for Legal and Title Transfer Processes**

When selling your single-family home as a “For Sale by Owner” (FSBO), one critical aspect is partnering with a title company to oversee the intricate legal and title transfer procedures. The title company is pivotal in ensuring a smooth and legally compliant transaction. They conduct thorough title searches, manage documentation, and facilitate the transfer of ownership and escrow, guaranteeing that all legal requirements are met.





Collaborating with a reputable title company is indispensable for safeguarding your interests and navigating the complexities of property ownership transfer.

### **Be Ready to Interact with Many Interested Buyers**

Preparing for active engagement with numerous interested buyers is important in the “For Sale by Owner” (FSBO) journey. From fielding inquiries and scheduling property viewings to addressing questions and negotiating offers, your willingness to interact with potential buyers is pivotal to the success of your property sale.

Being accessible and responsive fosters buyer confidence and allows you to effectively showcase your home’s unique features and advantages, increasing the likelihood of a successful transaction.

### **Understand That a Successful Sale Is Not Guaranteed**

It’s crucial to understand that in the FSBO (For Sale by Owner) process, there are no guarantees of a successful sale. Market conditions and buyer interest can influence the outcome despite your best efforts. Being prepared for the possibility of a longer sales timeline or other challenges is important for FSBO sellers.





## **Sell Through a Realtor**

### **You'll Be Responsible for All Home-Related Expenses Until the Sale Is Finalized**

When selling through a realtor, you must recognize that you'll be responsible for all home-related expenses until the sale is finalized. It includes ongoing costs such as mortgage payments, property taxes, insurance, and maintenance, which continue until the transaction concludes. Investigating these financial obligations is essential when considering this selling method.

### **Realtors May Not Assist with Complications Such as Liens, Overdue Taxes, or Legal Matters**

It's worth noting that realtors may not always assist with complications such as liens, overdue taxes, title issues or legal matters when selling your property. While they excel in marketing and negotiating, addressing these complex issues might require additional expertise or legal assistance. Knowing the scope of services your chosen realtor provides and considering additional support to navigate such complexities is essential as a seller.



## **Your Home Could Remain on the Market for an Extended Period Without Finding a Buyer**

It's important to acknowledge that when selling your home with a realtor, your property might remain on the market for an extended period without finding a buyer. Market conditions and factors can affect the timeline, so patience and realistic expectations are key when pursuing this selling method.

## **Anticipate Paying a Commission After the Sale Price**

Anticipate that when selling through a realtor, you'll be responsible for paying a commission fee, typically a percentage of the sale price between 3-6%, after the transaction is finalized. Considering this cost when considering the financial aspects of selling your home with professional assistance is important. You will also be responsible for paying the commission on both the selling and buying side of the transaction.

## **Sell Directly to a Home Investor**

### **You Will Receive a Prompt and Fair Offer for Your Home**

Opting to sell your home directly to a home investor offers the advantage of receiving a prompt and fair offer for your property. This streamlined process can provide a quick and efficient way to sell your home without the uncertainties often associated with traditional real estate transactions.



## **Investors Manage All Property-Related Issues, Saving You Time**

Selling your home to a home investor means they take care of all property-related issues, saving you valuable time. Investors handle repairs, maintenance, and other property concerns, allowing you to offload these responsibilities and focus on other aspects of your life.

## **No Closing Costs, Commissions, or Additional Fees**

When selling your home to a home investor, you can typically expect no closing costs, commissions, or additional fees. It means the agreed-upon offer is often the amount you'll receive, providing a straightforward and financially transparent transaction.

## **The Investor Handles Financial Concerns Such as Unpaid Taxes or Liens**

One significant advantage of selling to a home investor is that they take on financial concerns like unpaid taxes or liens. Investors have the expertise and resources to manage these issues, ensuring a smoother and less burdensome selling process.

## **They Collaborate with Title Companies to Ensure Quick and Smooth Transactions**

Home investors collaborate with title companies to ensure quick and seamless transactions. This partnership helps facilitate the necessary legal and paperwork processes, expediting the sale of your property and reducing potential delays.





### **They Do All the Work**

When you sell your home to a home investor, they handle all the work. It includes managing property-related tasks, paperwork, negotiations, and other responsibilities, allowing you to experience a hassle-free and streamlined selling process.

### **Cash to Close – No Realtor or Middleman**

Selling to a home investor often involves a cash transaction with no need for a realtor or middleman. This direct process expedites the sale and provides a straightforward financial transaction.

### **You Can Sell Happy and Do Not Need to Wait for a Retail Buyer Who Might Never Come**

Selling to a home investor allows you to sell your property without waiting for a retail buyer, which may never materialize. This approach enables a quicker and more certain sale, providing you with peace of mind and the freedom to move forward with your plans.





# Meet the Cedar Hill Property Solutions Team

Meet **Dave Koller**, the driving force behind Cedar Hill Property Solutions. With 23 years of real estate experience, Dave's journey began with his first duplex. His passion led him to become a licensed real estate broker, and eight years ago, he ventured into home flipping with a licensed contractor partner. Dave's expertise and dedication are the cornerstones of Cedar Hill Property Solutions, making your property transactions fast and effortless.

**Dave Lau** is also passionate about real estate and helping owners out of their properties and into new living arrangements. Dave Lau will be on site to help assess your property requirements and has in-depth knowledge about rehabbing and helping families to move onto their next property, whether upgrading or downsizing.



# How Cedar Hill Property Solutions Can Help You



## Our Mission

Our mission is to help every property owner who struggles to sell an unwanted property to get fair cash fast!

Our passionate team will be by your side during every step of our simple selling process:

- ✓ Our acquisition manager, Dave, will help you get started.
- ✓ Our customer service team will answer all your questions.
- ✓ A reputable Title Company will ensure the closing is safe and secured.





# How We Work 0with Sellers

We're direct buyers, investors and licensed brokers - so we can buy, list, rehab - just call and ask what is best for you and your property. Working with us means zero fees or commissions - working with us will cost you nothing!

## Other than that, we also guarantee:



We will close as promised. We will communicate any unforeseen issues to you immediately and without delay.



We offer you multi-property solutions: we can list, we can buy, we can rehab - we will give you the right info to make an informed decision.



We have a communication plan and will keep in touch with you regularly for all updates, so you will not be left in the dark.



We will do ALL paperwork for you to make things easy and will engage title companies or notaries to close with ease.



We will pay any back taxes and or liens and to ensure you do not lose your property if a tax sale is pending.



We will go above and beyond to make the deal work. We will find creative solutions to assist you out of a problem property.





## How to Contact Us

Our team is dedicated to providing exceptional support to assist you with all your concerns in selling your property. There are various ways to contact us:

Phone:

**(262) 483-0916**

Email:

**[team@cedarhillprop.com](mailto:team@cedarhillprop.com)**

Website:

**[www.cedarhillprop.com](http://www.cedarhillprop.com)**

Mailing Address:

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Thank you for reaching out to us. We look forward to working with you!

