



HOW TO SELL YOUR PROPERTY FAST AT NO COST TO YOU

NIPROPERTYBUYERS.CO.UK

Dear Home Owner,

My name is Laura Cairns and welcome to this short guide, which we've put together to help you sell your house in record time, at a price you're happy with, all without spending a penny.

The fact that you're here indicates that either you're tired of waiting to sell your property, or you're in a position where you want to sell quickly or need to.

Whatever your situation, I'm here to help you avoid the risks, help you avoid others taking advantage of your situation, and get the best deal you can. You can sell your house at a rate you're comfortable with, get cash in the bank, and move on with your life in as little as fifteen days.

Read on to find out more...

Why should you listen to me?

As noted above, my name is Laura Cairns and I am the owner at NI Property Buyers. We specialise in finding solutions to property problems. We listen carefully to what you want, and then use our experience, knowledge, and contacts to find a solution to your situation. I myself am a property investor and I work with many other investors throughout Northern Ireland. Either I'm going to buy the house myself, or I'm going to help you sell to one of several other local investors at no charge to you.

Call Laura now for an informal chat on **028 9521 9232** or visit **niproertybuyers.co.uk**



We're going to cover the three key ways to sell your house in this short guide

The long, difficult, and expensive types ..

- 1) To go solo
- 2) Estate Agents

The fast, secure, and FREE way ...

- 3) Sale to the purchaser of private property.

We're going to start with the tougher forms of sale on the next page.

Always remember you can contact me at any time!

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1- Going Solo

With almost 1 in 10 people adopting the latest, easier, and less expensive way of selling their house, which is selling privately, it has become more popular in recent years to steer clear of estate agents entirely.

Although this is a far better route than operating with agents it is not yet the easiest way, and it comes with its own set of challenges.

Let's dig a little further at this ...

What actually is going solo?

Privately selling means simply cutting off the agent of the property and then finding a buyer to sell to directly. You market it yourself instead of using an agent to market your assets. You are taking pictures, you are measuring your rooms you are drawing up a summary, and then you are marketing.

Most people start with a sign in their door or even a proper sign for the front garden "For Sale" to advertise. You may put ads in local newspapers, on local supermarket notice boards, drop community leaflets, advertise online, and so on.

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Positives and negatives of going solo

The greatest benefit is you're in control. You're doing the advertising. You're communicating to the sellers. You choose who comes at a time suitable for you to see the property

You're just selecting the ones you feel are genuinely interested in and who can afford to buy, and you're starting to identify the time wasters and trust me there are many!

Private sale represents a huge payment saving. Bypassing the agent means you'll be able to keep all the money you'd spend for fees.

On the other hand, the drawback is that it is not as easy to sell privately as it seems. A lot of additional work is going on and you need to be ready for it. You would need much more time to commit to: investigating property values, online and offline advertisements, speaking to potential buyers, scheduling and holding viewings, working with brokers and representatives, and bringing the transaction until completion.

And while you're in power, there will still be things that you don't have influence over, such as deciding if a potential buyer would consider their lease, if they're going to be able to purchase their own house, if they're not going to pull out if the survey doesn't suit them, and so on.

Worse yet, you can't know they're not going to back out at any moment for almost no excuse.

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2 - Selling your property through an estate agent

Typically, when a person decides to sell their home, their first instinct is to call an estate agent; after all, they are the selling property experts, right?

Estate agents want your custom. They'll be happy and optimistic at first, and they'll probably tell you they could comfortably and likely sell the assets at a higher price than you planned. But, if you've been with an agent on the sector for a while now, you may have learned it's not all it's cracked up to be.

You trust this person to sell your home, probably the most valued resource that reflects all the money in your lifetime. And even if you are fortunate enough to find someone who is honest, reliable, dedicated so efficient, it can still be an uphill challenge.

I've set out the 7 best factors why I don't deal with estate agents to create a clearer picture of you.

The seven factors for NOT working with an estate agent

1. It will be more of a hassle

One in four homeowners claim that selling a house has been their life's most stressful experience, accompanied by starting a new job, having a child, and getting married.

Most of the respondents we talk to say that working with an estate agent increased the burden rather than alleviated it. Either the contractor did not perform the planned advertising and viewing or contact broke down. Too much unnecessary time was invested and nothing has come of it.

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2- You must always be available

Many people who buy houses are employed (usually they have to be in order to get a mortgage) so they want to visit properties out of office hours. When you live in the house, the agent can expect you to bring viewers at night and weekends. Have you got time for that?

Even if the house is empty and you have to be constantly at hand with the Estate Agent doing the viewings. The agent must report back to you and anticipate every request to be made to respond immediately. At any time of the day can you be contacted?

3- You have to keep your house clean for months

You have to keep it clean and orderly at all times for potential viewers when you stay in your house. You know as well as I do that, even with the world's best will, this is simply not possible.

For starters, you need to cook and clean (and not everyone has the privilege of a dishwasher). If you have young children, they may have games and assorted bits and pieces scattered around, and the last thing you're going to want to do is to waste weeks or months ending up picking them up, just in case you have a viewing.

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4- It can take a long time

At least that may seem like that. Choosing your agent, selling the home, constant testing before you get an appropriate bid (if you're fortunate), and that's all before the negotiation process starts.

If your estate agents give you a buyer, you might have to wait a couple of months for the buyer to secure a mortgage and if the buyer is in a chain you'll have to wait for their house to sell before they can purchase yours.

If you have time on your side, it's all very well, but this is simply not the case for a lot of sellers; they just want it done so they can move on with their lives.

5- There is a lot of uncertainty

The uncertainty is a huge drawback for many people who sell a house. Firstly, there's just no assurance you're going to get an accepted bid. Secondly, there's still no guarantee that the deal will go through, even if you do.

The buyer may not obtain a mortgage at all, the results of the survey may indicate unexpected issues, or the mortgage may be withheld before completion.

In reality, they may not be able to sell the house if the buyer is in a chain. If the buyer's chain fails, with viewings having to start all over again.

The biggest issue for most of the people I met was the confusion, the 'not understanding' what's going on for months on end, and not being able to plan your next move.

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6- You need funds for renovations and repairs

For many vendors, this is a huge issue. If your property has to be restored and repaired, you are advised to have it paid for and finished before doing anything else.

This is because first-time buyers, representing a huge chunk of all potential buyers, usually only have enough cash for the deposit or legal fees. Most will have already worked and saved to get together between 10 and 15 percent of the demand cost. They just do not have the extra money needed for a renovation.

You can put up with your dilapidated boiler and leaky roof, but a potential buyer will not. If your house is not of a high standard or nice enough to move straight in, you can severely deter first-time buyers, affecting a huge chunk of all your potential customers.

7- It is very costly

Last but not least, when you offer through an agent there's a huge cost involved. An estate agent usually charges 1 to 2 percent of your house's total sales price.

It's up to £2,000 on a property worth £100,000. It increases to £3,000 on a property worth £150,000.

Surely it would be easier for you to retain the agents fee for yourself and sell your home without incurring any expenses, wouldn't you?

Now that we discussed why not sell with an estate agent, let's talk at the second way you could buy, but I would recommend you shouldn't.

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There is a much simpler way...

How would you like to be able to sell your house in as little as 15 days, at a price you're happy with, and be able to move on with your life with cash in the bank?

You will have found that a quick selling can not be assured by either the path of the estate agents or the private sale road. You'll still notice the lack of assurance involved and the unpredictable length of time that can go on endlessly is still there.

The good news is; speed, assurance and a fast selling. I guarantee you will sell your house really easily when you're collaborating with me.

I am a private property buyer.

In fact, not only will I promise that upon acceptance I will give you an offer followed by a quick selling at an appropriate timeframe, I also guarantee that there will be no chains and no cost whatsoever to you. I'm going to pay the fees and costs.

If you would like to learn more about your property and receive a no-obligation offer please contact me now on 028 9521 9232 for a friendly chat. You can also email me on info@niproertybuyers.co.uk or visit our website.

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3- Selling to a private property buyer

So what's a buyer of private property? A buyer of a private property is someone who can purchase the property easily. This individual can be a cash buyer in many situations, indicating they don't need a mortgage nor are they in a chain.

A private property buyer is a very attractive proposition when you want to sell your house fast. They will often be an investor, someone who is interested in buying your property in order to rent it, and as a long-term investment.

I am a businessman myself, and I work with a lot of other investors in Northern Ireland. My attention is on a win - win outcome.

How is this carried out?

The selling operates in exactly the same way as a regular transaction; agreements are drafted by solicitors, requests are searched for, contracts are traded and done. The method of sale is entirely legal and above board.

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Who is this approach for?

Given the commitment I made to you of speed and assurance, I also need to be really specific about something; this form of selling your house is not for everyone.

It's not for you if you're not 100% positive you want to sell quickly and you're not in a position to vacate with a reasonable timeframe that will be decided at the time of the negotiation.

It's not for you either if you need or want to get the highest possible price for your property. If this is the case then you must be ready to play the waiting game for one or more estate agents and take your chances.

Like everything in life there is an inevitable trade-off. If you want the certainty of a guaranteed sale AND you want speed, then you must be prepared to compromise on the sale price you are willing to accept.

I'll try to buy your house as an investor at a price that's right for you, but without any of the hassles associated with a traditional sale. I'm just going to be open and truthful with you.

Get in touch for a no-obligation offer, or to see how I can help.

Partly as a company, I began in the property and partly to help people. I'd be more than happy to discuss the case with you. There are no responsibilities. I'm going to make you an offer and the cost won't change, or at least I'm going to give you suggestions on how to fix your property problems.

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