

Coworking for You: Real Estate Agents

Coworking is when independently employed professionals work in the same space. While they don't belong to a single organization, they do have a lot in common. Moreover, they share similar values when it comes to their line of work.

Coworking is gaining momentum as a better way for some industry professionals to work. Although attitudes towards working spaces are much more positive nowadays, there is still some stigma surrounding the combination of an office and comfort-of-your-own-home environment. Fortunately, real estate agents are joining more coworking spaces. They consider it a much better alternative than paying for their own office.

How Real Estate Agents Can Use Coworking

Here are some of the ways you can use a coworking space for your real estate business.

Meet Clients

For starters, a coworking space serves as the perfect office for you to meet clients. You can use the space to discuss a new place or simply continue with previous agreements. Instead of paying for an entire office, you can share coworking space with other real estate agents. Keep a divided room separately to meet with clients. Even though real estate agents don't spend a lot of time at their own offices, they still need a physical location to improve their validity with clients. A coworking space can do just that.

Get Real-Time Lessons

Aside from having a much more productive work environment where everyone encourages each other to do their best, you also get an insight into the problems and cases of other real estate agents and professionals. This exposure gives you a well-rounded picture of the current market, something you wouldn't get to see from a private office.

Refer Each Other

When you're working in the same space with different professionals, they have you on their list of people that they can refer to others, including clients. This gives you an opportunity to reach out to more potential clients and help others do the same.

Benefits of Coworking in Real Estate

Now that we've given you a gist of how you can use coworking spaces as a real agent, let's look at the benefit of joining them.

Improved Productivity

As a real estate, you've commonly come across the problem of working at home, surrounded by distractions like a comfortable bed, the sound of the TV and the neighbor's dog barking at a squirrel. In

these cases, you would've done anything to be in a calm and peaceful office. However, not every real estate agent can afford their own space.

Luckily, coworking is the solution you need to improve productivity. You can complete more work over the course of a day. While it does offer a quiet environment for you to speak to clients, you can still avoid the overly formal vibes that come from a traditional corporate setting.

Our coworking spaces are set up and designed so you have everything you need i.e. office supplies, infinite coffee, internet access. At the same time, you are surrounded by a constant source of motivation and encouragement to be productive - coworkers.

A Professional Meeting Space

In this day and age, independent agents have the option of working from home. However, the option loses its charm pretty soon because of how their work emphasizes meetings with clients. Joining a coworking space with other workers means you can conduct meetings in an office environment without paying for the price of one.

This is much affordable than the expensive offices on the market, and it improves your reputation among the clientele. Nowadays, homebuyers and sellers look for a reliable real estate agent's services without having to pay a hefty commission. You can provide just this by operating and conducting meetings with them at a coworking space.

Tap Your CoWorkers' Talents

One of the greatest benefits of coworking is that you and your coworkers get a chance to create a productive community that creates new ideas. Although you'll be working solo through most of the year, you can collaborate with coworkers to hold events and increase awareness among potential clients.

In addition, your coworkers can help by providing proper expertise relating to their field, when you need it. When you're coworking with different kinds of people, you can create a productive synergy that comes from a multidisciplinary group. For instance, you may be working in the same space as a real estate lawyer, or any other professional whose expertise or services you may require.

Networking

When you work with a group of unrelated people, you all have access to each other's clients and customers. Most professionals who choose to cowork see this advantage; so when you find yourself in a room with some well-known entrepreneurs and solo agents, the prospect of a good opportunity is no joke.

Ideally, most coworkers agree to hold events at their space where they call clients to attend. These events, be it an auction, seminar or just a fun social event, are a great excuse to network with the people in attendance and generate referrals.

In a good way, you become a part of a bigger community that gives you access to other people and allows other members to access your services. Nevertheless, just like the first day of school, you need to build a reputation as a friendly coworker and dedicated professional. This puts you at the top of everyone's list and makes them say 'Hey, I know just the guy who can do this'.

Achieve Better Balance

We won't remind of the nightmare that's called 'working from home' because it's not pretty; you're never able to enjoy work or the time spent with your family because both are somehow always intertwined. When you start coworking, you'll achieve that desired balance between focusing at work and relaxing at home.

Real estate agents from all around are seeing the benefit of coworking from a shared space. They can make more out of working with professionals from other fields. They've seen the effect that it has on their work. They can say that their careers have taken a turn for the better. So, when will you make the switch and get a membership?

Four Ways to Sell Real Estate Investment Funds to Young High Net Worth Millennials

When you should step out of your real estate funds pool is the most important thing to know before making a financial move. However, in a market where millennials are the main focus, selling funds can be quite challenging. Furthermore, market fluctuations can leave you looking at your real estate funds with disdain. While your considerations might be true, some situations work to your advantage.

[Eric Gabor](#), a certified financial planner, mentioned that the only time to sell funds is when you need liquidity, and you have already planned your next strategy. He added, "Any reaction to a geopolitical event or any kind of decline in the market does not indicate the right time to sell your funds."

So, if you want to sell your real estate funds to young high net worth millennials, adopting a strategic approach is of utmost importance. Also, before delving into the process of selling your real estate funds, knowing the existing financial position of HNW millennials will give you the insight to tailor your selling strategies accordingly.

The report, after tracking a significant number of rich families living in the United States, revealed millennials make up the largest share of [\\$25 million-plus investors](#), which is 47% of all the U.S. investors. Another market study by [Deloitte](#) found that the average net worth of Millennials is less than \$8,000, which is 34% lower than it was in 1996.

Considering the stats, it is likely that millennials would be looking for investing in real estate funds with high expectations. While real estate funds make great additions to their investment portfolios, emphasizing their benefits and offering customized service can be helpful in selling out your funds. Let's dig a little deeper to figure out how to sell your real estate funds to them.

1. Highlight the Diversification in Portfolio

Emphasizing the benefits of buying real estate funds is the best way to attract millennials. Create your marketing strategy that shows potential funds buyers their benefits; show them how much diversification these funds offer. Explain that it not only saves millennials from catastrophic losses but also protects them during economic turmoil, as their total investment will spread over different assets.

In general, creating a diversified portfolio requires investing in a vast range of securities from different industries. In addition to that, the self-managed and sufficiently diversified portfolio requires immense investment of capital and research time. Since real estate funds are a type of mutual fund, they offer investors automatic diversification, allowing them to pick a mix of high-reward securities along with stable growth assets.

2. Customization is the Key

As mentioned before, selling your real estate funds to millennials is not easy. You can offer customized services that meet the specific needs of young high net-worth millennials. Not to mention, the young people of this era have complex requirements, and they expect more value. Therefore, you will need to expand beyond the “first-tier” services and offer second and third-tier services to them. These services can include lending and credit service. This is just a gist of what high net worth millennials expect and require.

Keep in mind that you are targeting young millennials. They usually desire non-traditional assets, and this is the point you can leverage to sell your real estate funds. Assessing the risk tolerances and specific investment goals of young high net worth millennials will help you further in selling the funds.

3. Elaborate on “Hassle-Free” Investing Option

They have not realized the hassle that comes with concrete investment. From tax payments, tenant attraction, and rentals to property management, repairs, and maintenance, they need to tackle a great deal of affairs when they make traditional real estate investment. But investing in real estate funds does not put them into a fuss. All they need to do is invest a certain amount, sit back, and gain profits from their investment in the form of dividends.

Most millennials prefer concrete investments, which underscores their desire for homeownership. Apparently, the tangible nature of investing in conventional real estate provides them more comfort. However, these investment options are not necessarily the easiest and best ways to build wealth.

4. Draw Attention to Investing in Stock

A [survey](#) of over 1000 Americans from Bankrate reveals that more than 30% of Americans consider real estate the best way to invest the money as a long-term strategy. This is especially true about the young millennials, those in the 23 to 38 age group.

The report evidently shows that millennials are more interested in investing in real estate rather than the stock market. They are least likely to put their money into the stock market. Greg McBride, CFA and chief financial analyst at [Bankrate](#), said, "Despite the 10-year long bull market, millennials have never turned to the stock market."

Experts say that [22 percent of millennial Americans](#) stay at their parents' home. Student loan debts, stagnant wages, rising rents, and unaffordable housing market are some of the major factors that keep young millennials at home. At this point, these people are seeking long-term investment options to secure their future. This can be a favorable situation for you since you can explain to them how investing in real estate funds can serve as a lucrative investment.

Concluding

While these are just some insights that will give you a clear picture of how to sell real estate funds, making the right and successful decision requires thorough research. Once you have thoughtfully designed and structured your real estate fund selling strategy, then comes the time to market it to

potential high net worth millennials. However, you will need to adopt discrete and strategic stages, which will include:

- Identifying your target investors
- Finding the sponsor or anchor investor
- Determining the placement of the agent
- Establishing an operational platform
- Preparing and aligning marketing materials

It is worth mentioning that millennials, however, are striving for incredible investment options, which will develop their interest in investing in real estate funds.

THE OFFICIAL NEWSLETTER FOR THE GROW PROPERTY GROUP

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HELLO, INVESTORS!

This biweekly newsletter is here to bring you the latest updates from Grow Property Group. We're here to give you all the latest insights on the real estate market to help you stay ahead of the curve. Here's what's new:

Recent Property Developments:

- **Luxury Apartment Renovations:** Apartments are currently being upgraded in high-demand areas like Dallas and Houston to attract higher rental income.
- **Smart Home Integrations:** Renters are adding IoT-enabled features to select rental properties. This helps in increasing both tenant satisfaction and property value.
- **Sustainable Investments:** All the new projects are now focusing on energy-efficient designs and eco-friendly materials to enhance the long-term value of their property.

Financial Highlights:

- **Rental Market Strength:** The average rent growth in major Texas metros has risen up to **5.6% YoY**.
- **Cap Rate Trends:** Multifamily properties in Austin and San Antonio continue to offer **cap rates between 5.2% and 6.8%**.
- **New Acquisitions:** Recently secured three prime investment properties with expected **10-12% annualized returns**.
- **Average Rental Yield:** 7.8%
- **Delinquency Rate:** \$18,700 in total (0-30 days: \$11,400 | 30+ days: \$7,300)
- **New Acquisitions:** Two multifamily properties secured at **below-market rates**.

MARKET INSIGHTS & INVESTOR OPPORTUNITIES

The real estate market of Texas continues to offer attractive and beneficial investment opportunities with steady appreciation in major cities like Austin, Houston, and Dallas. Let's explore the latest trends and where you should focus your capital.

Market Update:

- **Austin:** Residential property values are up **6.2% YoY**, fueled by tech sector growth.

- **Houston:** Industrial real estate demand increasing rapidly, **12% increase in leasing rates**.
- **Dallas:** Suburban multifamily properties seeing **8.4% rental income growth**.

LATEST REAL ESTATE DEVELOPMENTS

Massive Surf Park Coming to McKinney

Developers are bringing a surf park to Cannon Beach in McKinney, creating new recreational opportunities and boosting local property values.

[Read more →](#)

Plano-Based Data Center Firm Expanding

A new data center campus is set to rise in Southern DFW, increasing demand for commercial real estate and industrial investments.

[Read more →](#)

Preston Harbor: A Game-Changing Development

A new mixed-use project, Preston Harbor, will reshape the commercial and residential landscape along the shores of Lake Texoma.

[Read more →](#)

The "TI Effect": Sherman Prepares for a \$500 Million Boom

Sherman, TX, is experiencing a wave of real estate projects in response to the Texas Instruments manufacturing plant.

[Read more →](#)

How Drones Have Transformed the Real Estate Industry

Drones have now been made available for commercial use which is why many industries are using them for carrying out different marketing efforts. Many real estate professionals have also used this technology to offer more viewing options to those who are looking to buy or rent the property. Drones offer professionals more convenience and more techniques to capture different views of the property for the interested parties. Hence it is safe to say that drones have become the latest agent to create transformation in the real estate industry. In this article, we will discuss some of how drones are being used in the real estate industry and their benefits.

1) Making Photography Affordable

Drones have given professionals another way to capture aerial images and videos of homes. Before drones were introduced in the market, real estate professionals used to carry out these tasks with the help of a helicopter or a small aircraft both of which were considered to be expensive. Hence, businesses can now produce better results with the help of cost-effective methods.

2) Cover-More Features

Drones have also provided people with the real estate industry to add photos and videos of all the important corners of the property. This includes the backyard, pools, yards and other important features. Before drones hit the market, a lot of the images seen were dull and did not do justice to the beauty of some of the houses. Drone Photography has solved this problem and can now be used to give viewers a complete picture of the property.

3) Dramatic Photography

As mentioned earlier, before drones real estate professionals would share pictures and videos that provided the viewer with images that would then have to be imagined to understand the whole construction of the property. Drone imagery offers real estate workers to present the interested buyers with dramatic results that seem to be more appealing and vivid. These imaging techniques are beneficial to gain attention from the prospective buyers and develop their interests.

4) Give Viewers a Virtual Tour

A drone can help you capture the complete view of the property which gives the interested parties a chance to take a virtual tour of the place. You can also use additions such as background commentary mentioning the history and other information regarding the property. Such additions will make your virtual tours more interesting.

5) Increasing Customer Attention

Using latest advancements in technology makes your business look more attractive and increases the chances of getting more customers interested. Drones can help you share the compelling imageries with a greater number of potential customers and reduces the need for convincing them to show interest.

Bottom Line

If you are a real estate professional looking to grow your business you should consider using drone imaging to transform your business and witness extraordinary growth. However, it is recommended to take help from professional photography services since some skills are required to produce effective results using drones.

The Most Effective Methods for Selling Your House Revealed

**Discover the Best and Easiest Options to
Sell Your House**

Contents

Introduction..... 2

Chapter 1) Traditional Sale by a Realtor..... 3

 When to Hire a Realtor..... 3

 Concerns About Selling through a Realtor..... 4

 How to Make the Most from this Option..... 5

Chapter 2) For Sale By Owner (FSBO)..... 6

 When to Choose FSBO..... 6

 Concerns About Selling on Your Own..... 6

 How to Make the Most from this Option..... 7

Chapter 3) Sell the House to a Real Estate Investor for Cash (Cash Buyer)..... 1

 When to Sell to a Real Estate Investor..... 1

 Concerns About Working with a Real Estate Investor..... 2

 How to Make the Most from this Option..... 2

Chapter 4) Negotiate Debt Reduction by a Short Sale..... 4

 When a Short Sale is a Good Idea..... 4

 Concerns About Short Sales..... 4

 How to Make the Most from this Option..... 5

Chapter 5) Other Alternatives: Foreclosure..... 7

 Understanding Foreclosure in Arizona..... 7

 When a Foreclosure is a Good Idea..... 8

 Concerns About Foreclosure..... 8

Chapter 6) Other Alternatives: Convert into a Rental Property..... 10

 When Becoming a Landlord is a Good Idea..... 10

 Concerns About Converting into a Rental Property..... 10

 How to Make the Most from this Option..... 11

Conclusion..... 13

Introduction

There are many reasons why you may need to part with the place you once called home. You may be strapped for cash, facing a costly divorce, liquidating inherited property, or simply getting rid of property that you don't like or use. Others sell their homes simply because they are moving to another home or relocating because of a new job. Regardless of your reasons, selling your home may be a good idea to help you through your issues. Through the following chapters, you will discover six popular methods you can rely on to sell your home.

Before moving any further, though, there are a few things you should know. For starters, the next chapter "Traditional Sale by Realtor" is a very important one. The option highlighted in it is usually the first option most homeowners resort to since they lack the necessary skills to achieve great sales. Besides, considering the fact that Arizona's real estate market has been recovering slowly, you need someone on the inside who can maximize your revenues and get the highest value for your home. However, a realtor doesn't guarantee that your home will be sold. In addition, since this eBook aims to explore the alternatives you can choose to sell your home, make sure to read the following chapters thoroughly to decide which of the six options best suits your needs.

Next, the disclosure format mentioned in this book is purely educational. Therefore, you need to have a professional on your side to ensure the accuracy of this information and whether it applies to your case or not. . Most of the concepts mentioned here apply to different states in the U.S. To find out whether that's true in your case, check with a local realtor or your local government in advance. We don't claim being lawyers or realtors, which is why following the advice highlighted here is your own responsibility. Any action or effect resulting from reading this eBook are your own doing, so make sure to hire an expert to go over the documentation and ensure accuracy during this delicate process

Regardless, the information you're about to discover is going to open your eyes to a few important realities every new home seller should know. You'll also learn the alternatives you can resort to in order to make the best decisions. So, gear up to learn how you can sell your home and truly make a profit regardless of the current market conditions.

Chapter 1) Traditional Sale by a Realtor

The most common method for selling your home is through a realtor. Now before explaining the benefits and drawbacks of this option, you should first understand the true meaning of a realtor. Contrary to common belief, not all real estate agents are realtors. In fact, they can't legally use this title unless they are affiliated or registered members of the National Association of REALTORS.

Choosing a realtor over a regular real estate agent definitely has its perks. For instance, they may have access to Multiple Listing Services (MLS), which is a collection of listings compiled by local groups of realtors. Realtors are also accountable for their actions; to avoid complaints that affect their membership or incur fines, they tend to abide by the Association's Code of Ethics. Finally, a realtor receives ample education thanks to their membership, allowing them to learn the best methods to sell your home and maximize your profits.

When to Hire a Realtor

The Arizona real estate market suffered a severe decline in home sales after 2005 and only managed to recover from the slump in July 2011. Though the prices are nothing compared to what they were back in the early 2000s, it may be difficult for you to get the price you want on your own. To decide whether or not you should hire a realtor, ask yourself the following questions:

- **Am I Emotionally Detached from the House?**

If you had lived in your house for long and consider it a sanctuary where you can relax and flaunt your own style, it may be difficult for you to let go of it. You may find yourself sabotaging possible sales or struggling to remain objective when someone points out the house's faults. In this case, a realtor can help by ridding you of the emotional rollercoaster you may experience during the sale.

- **Do I Know the Actual Price of the House?**

Whether you're selling your own home or trying to get rid of a property quickly, you may have an unrealistic idea of its price. If the price is very high, you can forget about getting many buyers. On the other hand, if the price is very low, you'll be cheated by the buyers or their realtors out of a considerable amount of money you may need. Therefore, having a professional who understands the market and has access to property valuations will help.

- **Can I Market My Home?**

Marketing isn't limited to a "For Sale" sign outside your lawn or a small ad in the papers. In fact, because they do not satisfy buyers' questions, they tend to be ignored. If your marketing skills are close to nil, you should consider hiring a realtor since they have access to MLS directories and can create better ads since they know what buyers want

- **Can I Respond to Queries and Act Effectively Against Sticky Situations?**

Selling a house means interacting with people and handling all their questions regardless of how embarrassing they may be. If you hesitate for even a moment, your deal may fall through.

There's also the thin line between real property and personal property, which causes problems during the closing process. An experienced realtor can, on the other hand, save your personal belongings. For example, they can make sure that your expensive chandelier moves with you by listing it in the Bill of Sale.

- **Do You Have the Time to Show the House Around?**

Any buyer is bound to demand to see the place before buying it. However, not everyone will follow your schedule, so you need someone to be around when you're not. Besides, home buyers are usually uncomfortable around original owners. As a result, they don't get to inspect the property and may decide against buying it.

If your answer was 'No' at least once, you need to have a realtor to help you sell your house.

Concerns About Selling through a Realtor

While having a realtor by your side is quite convenient, this option is costly. For starters, home sellers have to pay a standard 5-6% commission at the time of closing. For example, for a \$200,000 home, you can expect to pay between \$10,000 and \$12,000 to your realtor. You may also incur additional costs to make their properties sellable. However, many homeowners are willing to pay this commission as realtors provide valuable services and reduced closing costs in return. For instance, they market the house, act as a bridge between you and buyers, guide you on how to make your home sellable, and offer general advice on market prices and how much you should demand.

Another reason hiring a realtor may not be the best choice is wanting to sell your home quickly. Listed properties typically stay for three months if the price is right and market conditions are stable. Keep in mind that the duration could change at any time depending on different variables such as market conditions, location, and house conditions.

How to Make the Most from this Option

If you can work around the concerns mentioned above, hiring a realtor will definitely make selling your home much easier. However, consider the following five tips to speed up the sale process.

1. The best way to make hiring a realtor work for you is by selecting the best in Arizona. Traditionally, you can ask family and friends for recommendations, but you're welcome to search online as well. Then, shortlist at least three realtors and ask for their references. Also find out about their experience in Arizona's real estate market, especially in the area you live in; that way you can determine whether or not they're the right people for the job.
2. If your house requires repairs, get started on them instantly. Damages will lower the price of your home substantially. After all, some buyers may not be willing to invest in repairs. Those who want your property can use the damages for their own advantage. Typically, buyers negotiate a price reduction between 1-5% of the asking price. However, a house in need for repairs will make this reduction percentage even higher. In fact, the discount they propose can be more than the actual cost of repairs since buyers factor in the cost and effort of finding a contractor as well as the risk of repairs and leaving the house empty during repairs.
3. While your home is on sale, make sure to keep it spotless to avoid alienating your buyers. You should also consider reducing the amount of furniture by investing in temporary storage. That way, the property's future owners can get a good look at the place and even visualize where they can keep their things.
4. A house that you hardly or never lived in is bound to be costly, especially since 0.5%-2% of the house's cost per month will be spent on mortgage and insurance. Speaking of insurance, a vacant house will have a significantly higher insurance rate since the house is empty and susceptible to vandalism and fire. Insurance and other costs of owning and maintaining a property are known as carrying costs. Therefore, to make it saleable, pay these expenses should be paid in advance before you hand over the house to the new buyer.

While entrusting the sale to a realtor may be convenient, it's not your only option. The following chapter explores another concept for selling a house: For Sale By Owner.

Chapter 2) For Sale By Owner (FSBO)

According to the National Association of Realtors' 2013 Profile of Home Buyers and Sellers, 9% of home sales were FSBOs, or homes sold by owners without the help of a real estate agent. By eliminating the middle man (or woman) from the process, you'll be in charge of representing the property to potential buyers and managing sales, marketing and open houses. You'll also be in charge of every aspect of the selling process as well as all communication with buyers.

When to Choose FSBO

There are many reasons why you may decide against hiring a realtor to handle your property's sale. For starters, most homeowners choose to sell their homes FSBO because they get to save more. Not only do you save the 6% commission you pay to a realtor, but you also get to keep the equity built up in your home. Handling the sale process on your own also provides with ample flexibility while negotiating a sales price. As you don't have to pay a commission, you have ample room to price your home more aggressively to ensure a quick sale. You can also negotiate on your own terms without worrying about the cut you'll get.

In addition, you'll be able to determine when you want to show your home, which mode of communication suits you best, and which features you want to highlight in your house. If you can be objective throughout, you'll be the best seller since you know every nook and cranny and can provide insight.

Concerns About Selling on Your Own

FSBO isn't for everyone. For starters, there's the extra amount of effort and time you'll need to spend during marketing, negotiation and closing. In addition, you'll be dealing with a number of people at a time, including buyers who want great deals, agents representing buyers, the buyer's attorney, home inspection crews, appraisers and your bank in case of a short sale.

There's also a lot of paperwork involved in this method thanks to numerous mandatory industry disclosures and regulations. Selling FSBO in Arizona requires a large number of documents, including a Purchase Agreement, Escrow Instructions, Lead Based Paint Disclosure, Commitment for an Owner's Policy of Title Insurance, and ALTA (American Land Title Association) Survey among others. Now realtors also require the same documents, but in this case you need to take responsibility of these documents.

So if you don't hire a realtor, you'll need a legal professional to draft these documents and any other papers you need.

Finally, sellers are usually alone throughout the sale process. This means that they need to educate themselves thoroughly, a process that can take between 18 to 24 months for formal education or even longer if you don't have much time on your hands or aren't fully dedicated to selling the property. To give you an idea of aspects which you should concentrate on, here are the most difficult tasks for FSBO sellers according to the 2013 National Association of REALTORS® Profile of Home Buyers and Sellers:

- Understanding and arranging paperwork: 18%
- Setting the right price for the house: 13%
- Fixing the property prior to sale: 12%
- Selling within the time duration initially planned: 7%
- Helping buyers with financing: 3%
- Marketing the house: 3%

Because of these hurdles, the same report indicates that FSBO homes in 2013 were sold for \$184,000 whereas agent-assisted units sold for \$230,000. So educate yourself before you step into the real estate market.

How to Make the Most from this Option

In addition to educating yourself thoroughly, marketing the house properly is one of the important factors for a successful FSBO transaction. Unfortunately, the 2013 National Association of REALTORS® report indicates that 32% didn't actively market their homes. As a result, their properties stayed for long on the market until they accepted offers lower than they wanted.

To make sure that your property doesn't go unnoticed, you should try marketing through every channel possible. You can use the following techniques to guarantee sales:

- Yard sign
- Word of mouth (Family, Friends, Neighbors)
- Online classified advertisements
- Open house
- FSBO websites
- Social networking platforms (Facebook and Twitter)
- Multiple Listing Service (MLS) website
- Newspaper ads

As you can see, there's a good mix of online and offline marketing channels listed. This is because 3 out of 4 people tend to use the internet to search for a house. Therefore, your property should be online to grab their attention. You also need to include quality pictures of the house from the inside out to really make buyers decide to stop by the place or call to request a showing. Just make sure to use recent images after fixing any damages first. Only then can you start getting more offers and even achieve a favorable transaction.

If For Sale By Owner means too much trouble and could mean longer time for your house on the market, it's time for you to consider the third option mentioned in the next chapter: Selling to a Real Estate Investor.

Chapter 3) Sell the House to a Real Estate Investor for Cash (Cash Buyer)

Most homeowners don't even know that there's a third option aside from FSBO and using a realtor. However, selling your house to a real estate investor is a valid option if you want a fast, simple transaction that saves your money and effort. This method is also the first choice of people planning to relocate or vacant rental property owners with monthly costs to cover. After all, transactions don't necessarily require more than a couple of weeks, but can still close the same day in extreme cases and for the right price.

When to Sell to a Real Estate Investor

The beauty of selling to an investor is its ability to sell your home quickly, for cash and without the least hassle throughout the process. All you need to do is find local investors and submit the details of your house along with pictures of it to show its condition. If your property is worth buying, the investor will get in touch to schedule an inspection and a meeting to discuss your goals. Finally, they will make you an offer that takes into consideration your goals as well as the amount of money they need to pay for repairs.

What further makes selling to a real estate investor simple is that the house can be sold as-is, sparing you from repairs and spending money you may not have, the cost of selling your home will be quite low. Not only are commissions and fees non-existent in this type of transactions, but closing costs is usually handled by the investors themselves. This means that whatever offer you receive will not undergo deductions or further discounts, providing you with certainty on whatever you get.

In addition, a real estate investor is the ideal alternative for individuals with few or no equity, i.e. the people whose mortgage debts are higher than the actual value of the property. This is because this professional can provide you with a number of exit strategies that guarantee a win-win situation for everyone. For instance, a real estate investor may release you from unpaid debts. If you had lost your job and have not paid your mortgage, your credit would start deteriorating. An investor can help you by taking on the current payments during the sale; this is a relief, especially if you get the chance to stay in the house for a while until you find another place to live.

Moreover, a real estate investor can stop the pre-foreclosure process, allowing you to gain more time to cover your debts. However, keep in mind that each case is different, so you need to ask the right questions beforehand. You can also discuss alternatives with the investor to discover any possibilities.

Finally, real estate investors offer different payment methods such as certified funds and pre-scheduled cash payments. As a result, you get to pick a solution that best suits your needs. However, the fact that you can get cash for your property is definitely more appealing, especially due to the current complaints about low appraisals and the recent tight financial restrictions.

Concerns About Working with a Real Estate Investor

The instant cash, quick closing and higher savings may sound appealing to most, especially if they want to sell the property as quickly as possible. However, you may be risking a substantial price reduction in the process. A real estate investor is always on the lookout to purchase houses at discounted prices. That way, they can make a small profit on the side. Therefore, while you may be happy with the price provided, it's actually much less than what you could get on your own or with the help of a realtor.

However, this loss is one many are willing to withstand, especially considering how much carrying costs like mortgage can cost if a house is sold by owner or through a realtor. For example, if you put up your home on the market and get no sales for three months, you will have to pay mortgage, taxes and other carrying costs. Considering the fact that these costs are 0.5-2% of your house's value, they will eat through your profits before they reach your pocket, especially within months.

How to Make the Most from this Option

If you can work around the concerns about real estate investors, you can enjoy getting rid of your property quickly and for a fair price. To further ensure that you get the best deal, here are three tips to remember.

1. Verify that the investor you had selected has a clean track record and the resources to pay you. You should request proof of funds or financing as well as proof of past performance. Thankfully, real estate sales are easy to track and verify as they're public record. So don't hesitate to avail this opportunity.
2. Though an investor will inspect the property before taking it off your hands as-is, you are ethically obligated to disclose any major concerns you're aware of. By keeping everything transparent at your end, the transaction will go smoothly.
3. You'll be going against a pro through this option. Therefore, consider getting professional advice to guide you through. You should especially have a real estate attorney to draft important legal documents the State of Arizona requires. After all, some investors are more interested in the

best price rather than watching out for your welfare. Therefore, protect yourself beforehand by having an expert by your side.

Now, selling through a realtor, For Sale By Owner and to a real estate investor are common methods that work perfectly for most homeowners. However, there are some unconventional alternatives that can be as beneficial to people without equity and no funds to pay creditors such as the one in the upcoming chapter: Short Sale.

Chapter 4) Negotiate Debt Reduction by a Short Sale

By definition, a short sale is a real estate transaction where the offered price is less than the debts owed on the property in addition to the cost of sale. To simplify this further, the seller owes more debts on the house rather than its actual value. The bank or entity they owe will review the offer made by a buyer before determining to accept the offer and absorb the loss of the difference owed.

Now a short sale can work for or against you, which is why you should have a realtor help you through this complex process. Even if you're the one who requested the sale or have a cash buyer ready, hiring a professional will make this relatively complicated process much easier. To determine whether or not you should go for this type of sale, ask yourself the following questions.

When a Short Sale is a Good Idea

Though the thought of having to sell your home to pay your debts may be a hurtful one, you can reap a number of benefits in the process, including:

- More control to the seller rather than the lender or bank
- Less damage to your credit score as compared to a foreclosure
- The opportunity to receive Tax Forgiveness based on the Mortgage Forgiveness Debt Relief Act of 2007

However, these may not be offered to all homeowners in Arizona or other states. Therefore, you definitely need to get in touch with an expert beforehand.

Concerns About Short Sales

There are a few things you should know before proceeding with short sale. In addition to taking up a lot of your time, this method demands volumes of paperwork. Sellers need to provide a strong reason for requesting a reduction in debt, which is why they need to compile and show financial statements, explanatory letters and other such documents. Without a realtor, you'll need to handle all of these aspects on your own.

In addition to not being 100% guaranteed, the process can become annoying since it is long and stressful. Even if you get offers from interested buyers, the bank may take weeks or even months before providing their answer. This, in turn, will make your buyers lose interest. Furthermore, while many believe that they can stop making mortgage payments during the sale, they should actually continue

paying them to avoid potential foreclosure. Any delays on payment will be recorded independently of negotiations with the bank.

Despite the fact that lenders usually receive the money paid for the house, you should find out whether or not the sale can secure the highest offer for your house. Short sales aren't usually covered by Arizona's anti-deficiency law, which means that they may have to pay on what they owe on mortgages for homes they don't own. If you have home-equity loans or second mortgages, expect to pay. Therefore, find out how much your home can bring to easily plan paying the remaining debt.

You should also be prepared for the effects of this decision on your credit score. While the impact is less than that of a foreclosure sale, a short sale is summed along with foreclosures and deeds-in-lieu of foreclosure and treated as "not paid as agreed". Therefore, even the 50-150 possible reduction may be prominent on your credit score.

Another equally tricky concern is related the Mortgage Forgiveness Debt Relief Act of 2007. Even if your lender forgives you for a deficiency, you may have to pay taxes on the forgiven sum as the IRS considers it as income. You may, however, manage to exclude the sum partially or completely from your income if you meet the following requirements:

- The forgiven debt was used for buying, building or renovating your home or refinance loans incurred for these purposes.
- The debt was forgiven prior to the Tax Extenders Act of 2013, i.e. between 2007 and 2013.
- You were forgiven due to the decline of your home's value or your current financial condition.

Again, keep in mind that this eBook is an informational document. Therefore, take the pieces of advice you read here with a grain of salt and contact competent professionals such an expert short sales realtor and real estate lawyer before pursuing this option.

How to Make the Most from this Option

While everything you read so far may make the idea of a short sale seem quite bleak, this option isn't altogether a bad one. In fact, you can reduce the effect of its disadvantages by taking into consideration the following tips.

- You need to find out your city's documentation and eligibility criteria before you announce your plans for a short sale. You should prove that you're capable of paying the loan while your lender needs to prove that you will benefit with a short sale rather than a foreclosure.
- Thoroughly calculate how much money you owe on the property to determine whether this type of sale is feasible. Remember that having more than one loan on your property means requiring the approval of all lenders.
- Prove to your lender that your property's price is actually less than the unpaid loan balance. Again, you'll need a real estate professional or appraiser to help you in this regard.
- Get both legal advice and tax advice before you start the sale. That way, you won't have to face fines and other penalties for breaking laws you didn't know of.
- Keep in mind that there's a waiting period before you can go ahead and purchase another house. So you need to arrange for a place to stay until you can apply for a new loan and move into a new home.
- Educate yourself on what a short sale is in your city. The more you know about the process and what to expect, the easier it'll be for you to go through this complex process.

Short sale may be a necessary evil for many homeowners. However, it's only one of the different options out there. Another one you have read about in this chapter is foreclosure, which is what the next chapter is all about.

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Chapter 5) Other Alternatives: Foreclosure

A foreclosure home is a property whose owner has defaulted on their mortgage, forcing their lender to repossess the house and possibly sell it to another buyer. Usually, foreclosure is a popular selling method for individuals who lost their jobs, suffer medical conditions that render them from earning, moving to another state, or divorcing their spouses. After all, this option is so easy and doesn't demand selling effort.

Understanding Foreclosure in Arizona

There are two types of foreclosure in the United States: Judicial Foreclosure and Non-Judicial Foreclosure.

1. **Judicial Foreclosure**

Allowed in all states, this process takes place when a lender files a civil lawsuit against the homeowner in court. Depending on the judge's sentence, a lender obtains the right for foreclosure by sale or strict foreclosure. Also known as a sheriff sale, a foreclosure by sale entails auctioning property to the highest bidder while the lender themselves can place the first bid. On the other hand, in a strict foreclosure, the court sets a date for the owner to pay their mortgage. If the property's owner fails to pay, the house's deed is transferred to the lender without an auction.

2. **Non-Judicial Foreclosure**

The non-judicial foreclosure allows lenders to advertise and sell houses through public auctions and without the involvement of court. A key requirement for this type is that the borrower agrees to the process at the time of applying for the loan. Legally known as a power of sale clause, this criterion is added to the mortgage. Once you sign it, a third-party trustee representing the lender can sell the property if the borrower doesn't make their payments.

Arizona primarily uses the non-judicial foreclosure method and requires a notice known as foreclosure by advertisement, which is a foreclosure that mandates a public advertisement notice before the sale. However, lenders can also opt for a judicial foreclosure if the deed of trust didn't contain a power of sale clause. Once the process starts, it may take 120 days to effectuate an uncontested non-judicial process. However, it can be delayed if contested in court or if the owner files for a delay of sale or bankruptcy.

Another thing you should know is that there isn't a right of redemption. This means that homeowners can't reclaim the property after the foreclosure even if they can make full payments on all unpaid costs.

Finally, Arizona permits deficiency judgment, which is imposing personal liability on borrowers for the unpaid balance of the mortgage since the foreclosure didn't cover the full amount of the loan. However, lenders can't obtain deficiency judgments on foreclosed lands sized 2.5 acres or less. Properties that were used for a single one-family or single two-family dwellings are also exempted from deficiency judgments.

Again, this information hardly touches the surface of foreclosure in Arizona, so first get accurate, in-depth advice from a competent realtor with foreclosure experience and a skilled lawyer.

When a Foreclosure is a Good Idea

There is so much negativity surrounding foreclosure, which is why people shy from it. However, it can be one of the most effective ways to rid yourself of your property. For one, it allows you to save while you wait for the consequences. By not paying your monthly mortgage, you can save your money to prepare for your next move and ensure a fresh start.

A foreclosure can also be an eye opening experience for many, especially if overspending is one of the reasons they couldn't keep up with their payments, interest and fees. Besides, you can get rid of the property you can no longer afford and maybe shift to renting a home rather than owning one. However, while there is no effort invested in this process, it is important that you understand the consequences clearly.

Concerns About Foreclosure

As simple as foreclosure may seem like, you can't just decide to stop your mortgage payments in hopes of selling this property and moving on to another. The following are some concerns you should be willing to tackle if you decide to go down this road.

- **Effects on Your Credit Score**

Foreclosure is considered "one of the stronger predictors of future credit risk", which is why FICO penalizes homeowners choosing it by 100-400 points. You can, however, protect your score through different means such as obtaining new cards and paying on time.

- **Inability to Buy Again**

After defaulting, it can take between three to seven years before you can own another home. This is one of the reasons only one person may decide to sign the mortgage or apply for programs that reduce monthly payments.

- **Standing Debts**

The Mortgage Forgiveness Debt Relief doesn't necessarily spare you from all payments, such as second mortgages. Therefore, you are still obligated to make hefty payments whenever necessary. Besides, a judicial procedure may follow the foreclosure, so your old home's issues will continue to haunt you.

- **Tax Liability**

Though you may apply for the Mortgage Forgiveness Debt Relief, you may still be liable for state taxes on the amount of debt forgiven in the foreclosure.

- **Psychological Effects**

You need to be prepared for your lender hounding you, calling you before and after the foreclosure. If you didn't want the foreclosure, the constant reminder of your home will hurt.

Foreclosure is a very tricky process, which is why you need all the help you can get from professionals such as specialized lawyers. You can also ask them whether short sales are a better option or if you can try another way to sell your house and settle your debts. For instance, your lawyer may recommend filing for bankruptcy or choosing the safer method of selling to a real estate investor. The latter may be the better option since it doesn't take its toll on your credit score or force you to wait for long. To make sure that you have all your options covered, the following chapter will provide you with insight on the final method for selling a house: converting it into a rental property.

Chapter 6) Other Alternatives: Convert into a Rental Property

The market conditions of Arizona are quite volatile, which is why homeowners tend to hesitate before listing their properties. Considering the fact that they need to pay carrying costs for a period between 30 days to six months on average, many sellers decide against selling their houses. However, there is a way to have your cake and eat it too: convert your home into a rental property.

When Becoming a Landlord is a Good Idea

Converting a home into a real estate property is a great idea for people facing the dilemma of selling their home for a reasonable price or one that would pay off their mortgage. Renting your home will reduce your financial burden if you:

- Temporarily need to live in a different location
- Want to avoid carrying costs until you find a reasonable buyer
- See potential profits coming your way through the rent

Becoming a landlord is also a good financial decision because you receive tax deductions on money you spend on interest, depreciation, repairs local and long distance travel related to rental activity, home office expenses, wages of employees and contractors, theft losses, insurance, and legal services. However, you may not get all of these right away, so consult with a professional before taking this step.

Concerns About Converting into a Rental Property

First off, getting a mortgage for the home you plan to move into may not be easy. You need to provide evidence of your ability to afford two mortgages. This means going through the process of consolidating documents listing your income, savings, credit rating, and debt-to-income ratios. Though this is much easier than paying a higher down payment or proving that you have a specific amount of equity in your first home, it can be a hectic process if you handle it on your own.

There are also numerous tax pitfalls you may become a victim of without a professional by your side. For starters, unless the rentals are temporary and caused by the slow market conditions, you may end up forfeiting an important tax break provided to homeowners when they sell the property for a profit. In general, sellers can avoid up to \$250,000 (or \$500,000 for couples filing joint returns) on the sale of their home. However, you can avail this perk if you have been using the home at least two years before the sale. So, renting your home for a long period will cost you a big tax break.

Even if you don't plan to rent out your home for a long period, you may end up selling your home at a loss. The IRS points out that tax breaks do not apply to the extent of any depreciation allowable for periods after May 8, 1997. As a result, a maximum rate of 25% applies to this gain. This is why other options, including selling to an investor, may be a better idea.

The last issue related to renting your home is that you become a landlord. This new status comes with a set of responsibilities and duties set by the state. So you need to follow these to avoid being fined or punished severely. Considering the fact that some tenants can be from hell and reckless enough to damage your property, you need to be more in control of yourself and your emotions.

How to Make the Most from this Option

If you believe that renting your home is the best option, check with a legal professional once before taking this step. If they too agree that this is a good idea, use the following tips to make the most from this method.

- **Get a Management Property Company on Board** –If you can't take care of your rental property or would like a professional on board, consider hiring a reliable management property company. Keep in mind that you'll have to pay between 8-12% of your rent to this company, and that too without factoring in any additional fees properties usually incur.
- **Involve a Realtor** –Having a realtor can help you in many ways. Not only will this professional help you through certain pre-rental procedures, he or she can help you find a renter for a typical compensation worth one month's rent.
- **Estimate the Rent You Can Charge** – Consult different local property managers about the amount of rent charged for homes similar to yours. If there aren't any, advertise your property for a price you believe is fair and see if anyone is interested.
- **Factor in the Unknown with a 10% Annual Vacancy Rent** – You should have a cash cushion on the side in case a tenant decides to up and leave in the middle of the night or if you need unexpected repairs. So if you charge \$1,000 per month, set aside \$1,200 (\$12,000 per year x 10%).

As you can see, renting your home isn't an easy option, but it can be a good one for the reasons you just learned. However, make sure to make an informed decision by consulting an expert beforehand.

Conclusion

Through this eBook, you have been introduced to six effective methods of selling your home or getting rid of a property that costs you more than you can handle.

1. **Traditional Sale with a Realtor**

This option is best for individuals who are emotionally attached to their homes, don't know the value or price of their homes, have no time, and/or have no knowledge on how to market their homes or act in sticky situations. However, as convenient as it may be, it can be costly since a realtor's fee is 5-6% commission. In addition, this method won't allow your home to sell quickly unless the market conditions are in your favor.

2. **For Sale By Owner (FSBO)**

Selling your own home will allow you to save a lot of money, starting from the commission you would otherwise pay the realtor and all the way to the equity of your home. You'll also enjoy flexibility since you get to negotiate the sales price as aggressively as you need to ensure a quick sale. However, the option isn't for everyone. It isn't ideal for those strapped for time, effort and money. In addition, if you have no experience in real estate, you'll get stuck dealing with different professionals trying to make their clients (your buyers) spend less. Finally, you'll need months to learn how you can sell your home for a profit and to compile all the necessary documents on your own.

3. **Sell the House to a Real Estate Investor for Cash (Cash Buyer)**

Real estate investors allow you to sell your home quickly, for cash and with the least amount of hassle. This method is also quite simple since an investor will take the property as-is, sparing you from investing money you don't have on repairs. Besides, closing costs are handled by the investors themselves, which is what makes this option an excellent one for people with few or no equity. On the other hand, this method entails a substantial price reduction since investors factor in their share of the profit. However, this is one risk homeowners are willing to take since keeping their home on the market means having to pay mortgage, taxes and other costs from their own pocket.

4. **Short Sale**

Short sales aren't viewed in a positive light although they offer defaulting homeowners more control, less damage to their credit score, and the chance to receive tax forgiveness. However, not all of these are available to Arizona homeowners. In addition, there's a lot of paperwork you have to handle on your own if you decide against hiring a realtor. Finally, the bank or your

lender has a say in who buys your home and can delay the selling process until your buyer decides to shop elsewhere. Therefore, this may not be a good idea unless you're strapped for cash and need to pay your lenders.

5. **Foreclosure**

A foreclosure is another procedure that is viewed negatively. However, it's one of the ideal ways of getting rid of a property you can't afford while saving money for your next move.

Unfortunately, its issues outweigh its benefits; you'll be stuck with a bad credit score, rendering you unable to buy another home for a while. In addition, you'll still have standing debts and tax liabilities to deal with. Finally, there's the psychological torture your lender will put you through before and after the foreclosure.

6. **Convert into a Rental Property**

The last option you have is renting out your home and becoming a landlord. This option appeals to those planning on temporarily living elsewhere as well as people who want to wait until the real estate market bounces back. In addition to the handsome revenue on the side, you'll get different tax deductions offered by your state. However, there are a few things you should make sure of before opting for this method. You'll need to prove to your lender that you can take on two mortgages. In addition, you'll have to hire a tax professional to help you around the tax pitfalls that most landlords fall for. Finally, you'll need all the help you can get to manage the property while you're away and to attract renters.

Each of these methods comes with its share of advantages and disadvantages. However, to help you further, here's a decision table based on these options.

[TABLE]

With this, we come to the end of this guide. Again, all of the information listed here aims to provide you with a rough guideline on how to sell your home. You'll need the expert advice of a realtor, real estate investor or legal professional on different aspects. So don't hesitate to hire them since their expertise will actually allow you to save more money and gain more profits from selling your home.

Real Estate Sales

Selling a home is no different than buying one, and usually it's done at the same time if you are moving from one place to another. It's a rather big decision and requires you to jump through many hoops. A real estate agent might help things go a lot smoother, with the only downside being you have to pay a commission. All situations are different and there are some basic steps every home seller should know about.

So, let Dwyer Law Firm help you with closing your real estate deal.

Selling Your Home

Once you have decided to sell your house, you have to consider all factors that could increase or decrease its value. For instance, if your home requires maintenance, this may be the best time to do so.

Also, put your house on the market when you know it is the season people are most likely to move, such as springtime or late summer. Refer to houses on sale nearby to get an idea for your house's market price.

It's a good idea to hire a real estate attorney before selling your home so they can take care of the complex and time-consuming process. Real estate attorneys have a good understanding of the real estate law and for that reason it's good to have someone who can expedite the sale of your house.

They will also help you with the paperwork and all legally binding contracts so the buyer cannot take advantage of you.

Residential Real Estate Investor Rehab Loans

Purchase Rehab Real Estate Investor Loan.

There are great opportunities for real estate investors in the market today. This is the best market for real estate investors in our lifetime. Unfortunately financing is not available as it has been in the past. There are options for financing purchase and rehab projects for real estate investors. Whether you are investing in commercial multifamily housing or residential investment properties there are lenders to finance purchase or refinance investor rehab projects. Since no secondary market for this type of funding exist, your deals will fall into one of two categories. Your deal will either be non conforming investor rehab funding or hard money rehab funding.

Non Conforming Real Estate Investor Rehab Loan.

Conforming real estate investor rehab loans do not exist. Conforming means there is a secondary market that will purchase these loans on wall street. The secondary market would have established criteria that all projects would have to conform to. Since this market does not exist the first category of loans are considered non conforming. Any non conforming investor rehab loan funded in this must meet similar guidelines to conforming mortgages. Whether commercial or residential these loans would meet the guidelines as all other loans except they require major rehab and are investment properties. This means the borrower, real estate investor, would need good credit, verifiable income, an ability to repay the loan, acceptable down payment and reserves, and higher licensed bonded contractors to do the rehab. The advantage to the non conforming real estate investor rehab loans versus the hard money loans is that the rate and fees are substantially lower. The disadvantage is that there are many more qualification criteria and it takes longer to get the financing. But if you qualify and have the time it may be to your advantage to get a non conforming rehab loan versus a hard money real estate investor loan.

Hard Money Loans.

Though the rates are much higher with points required from 4% to 10% hard money loans could actually be more profitable to real estate investors than non conforming investor rehab financing. First of all these loans generally fund in 2 to 3 weeks. Secondly, the qualifications are much less and therefore you can do more loans. You may only qualify for a hard money loan when you will not meet the criteria for a non conforming rehab loan. As such you have no option.

Qualifications to get Non Conforming and Hard Money Investor Loans.

Both programs require you to purchase property where the after rehab value is 65% or less. Both programs require you to have an acceptable exit strategy to pay off the lender. Non Conforming rehab financing programs will always require a down payment of at least 20% of the total purchase and rehab costs. Hard money rehab funding programs may or may not require the down payment. Both programs will make sure the contractor or investor has the experience and sometimes licensing to complete the project. So if you have the experience, property, exit strategy and assets you can make lots of money by purchasing and rehabbing investment property.

Why You Should Consider Investing in Real Estate

Are you looking to make an investment? Real estate could be one of the best options available to you in this regard. Given the fact that it has been only a few years since the real estate market bubble burst, you might wonder whether considering investing in real estate is worth your while. It is. In fact, now is the best time to do so. Here are a few reasons why you should consider investing in real estate:

Benefit from Capital Gains

Real estate is one of the few asset classes which you can realistically expect would appreciate in value rather than depreciate. The fact of the matter is that supply is limited. There is only so much land that can be bought or sold. As you would know, commodities that are limited in supply don't lose their value. So, you will benefit from capital gains over time. .

You Can Boost Value (Sweat Equity)

If the value of the property you have invested in doesn't increase in the near future, you can take some steps to boost the value yourself. You can make improvements and additions. It will cost you a few bucks but it will increase the price you would fetch for it when you sell it off.

Generate Passive Income

Investing in real estate is one way you can make your money work for you. Purchase a residential property and rent it out. If you have purchased a commercial property, you can rent it out to a business. Either way, you will generate monthly income without doing anything. Oh, and the rent you charge will only increase in the future. Did you know that certain expenses made on rental properties are tax deductible? So, if you pay for repairs or renovation, you can deduct the amount you spent from your tax bill.

These are some great reasons why you should consider investing in real estate. However, people who don't have adequate knowledge or experience regarding buying or selling real estate might be apprehensive about doing so.

Well, you don't need to worry about that as you can hire a professional to help you with the task. Get in touch with an experienced realtor and you will be able to find the property you are looking for. You don't even have to spend that much money on hiring an agent. You get to avoid all the hassle. You can relax while the agent does all the legwork, including handling the paperwork. So, you can invest in real estate without having to worry about the ancillary stuff.