

Rent to Own – What is it?

Our Rent to Own program is 2nd to none. We cater to the needs of the Lessee/Buyer. Here's how it works:

- 1) Lessee puts a non-refundable down payment on the house which is fully applied to the purchase price of the home. This money secures the Lessee the option to Purchase the property at a given price during the lease period.
- 2) Lessee enters into a Lease for a certain period (1 to 3 years), whereas the monthly payment is generally the same as what the rent payment would have been. A portion of the monthly payment is applied to the purchase price of the home.
- 3) Lessor/Seller pays the Homeowner's Insurance and Real Estate Taxes. Lessee is responsible for all repairs & maintenance.
- 4) The goal is for Lessee to eventually be able to secure a loan on the property and pay it off. However, if at the end of the lease the Lessee still cannot qualify for a loan, Lessor may enter into another lease with Lessee as long as all payments have been made to Lessor and the property is being maintained to Lessor's discretion. However, neither Lessee nor Lessor is required to enter into another lease.

Why are some homes only available for Rent to Own?

Sometimes there is no rhyme or reason. But usually it is because it is a home that we have just remodeled. Remodeling can include some or all of the following: new roof, gutters, windows, compete kitchens and baths, all new carpeting, repaint, new furnace, central air, water heater and the list goes on. We can easily spend \$30,000 on a remodel job, so naturally we want someone in the home that will appreciate it.

What is the benefit to the Lessee to enter into a Rent to Own?

Good question. Let me ask you this, 10 years from now would you like a large sum of cash in your bank account – or not. History has shown that real estate continues to go up in value (think what your parents paid for their house).

Do you want to keep moving every year or so or establish some stability?

Do you want to know that you can **own** and continue to live at the house that you have lived at for so many years, invested your time and sweat in and have created memories in?

If your property is worth \$40,000 more in 5 years than it is today, wouldn't you like to be the one to get that \$40,000?

Do you want your house payment to keep going up through the years, as with renting, or would you like to know it will be relatively the same over the next 30 years? The only way your rent payment would stay the same is if you continually go down in the quality of the house you are renting.